

**UNITED STATES DISTRICT COURT  
SOUTHERN DISTRICT OF NEW YORK**

----- x  
ANDIN INTERNATIONAL, INC.

Plaintiff,

- against -

YURMAN STUDIO, INC.

Defendant.

Civil Action No. 08 cv 1159 (HB)

----- x  
YURMAN STUDIO, INC.

Defendant-  
Counterclaimant,

- against -

ANDIN INTERNATIONAL, INC. and  
VARDI GEM LUSTRE, LLC

Counterclaim-  
Crossclaim Defendants.

----- x

**DECLARATION OF JANET HAYWARD**

I, Janet Hayward, pursuant to 28 U.S.C. § 1746, hereby declare the following under penalty of perjury:

1. I am Vice President of Design for the Women's Jewelry Division of Yurman Studio, Inc. ("Yurman"). I have been affiliated with Yurman in various capacities for over eighteen years. For many years, I served as Yurman's Director of Merchandising. I have also served as Vice President of Training and Education, Vice

President of Creative Services, and in various sales and management capacities. I am intimately familiar with all of the designs that make up the Yurman jewelry design catalog. In addition, in all of my positions, I have been involved in and consulted with respect to the product design and development process and I am personally aware of the time, expense and attention to detail and aesthetic intent that goes into the creation of each Yurman jewelry design. I make this declaration in opposition to the motion of Andin International Inc. ("Andin") for summary judgment. I have personal knowledge of the facts set forth below.

**Yurman's Famous Jewelry Designs**

2. Yurman is a world renowned supplier of fine jewelry and luxury watches sold under the DAVID YURMAN brand name. Since its inception in 1980, Yurman has set new standards for designing and marketing jewelry, infusing the disciplines of art and fashion into the jewelry making process.

3. David Yurman, the principal jewelry designer at Yurman, is widely considered to be one of the most innovative jewelry designers of his time, and is well-known for his unique design work. While Mr. Yurman's work is widely admired for its simple, clean lines, each of his designs contains many artistic intricacies, reflecting numerous creative choices, including not only the artistic detail of the components of the particular design, but the manner in which the components inter-relate with each other to create a certain integration, or "flow," that runs throughout the piece. Each final jewelry design is an expression of David Yurman's aesthetic intent as an artist.

4. From initial design sketch to wax model to final production item, Yurman's jewelry designs are painstakingly designed and constructed with the utmost

attention to scale, proportion, and overall appearance. It is only when Mr. Yurman is completely satisfied with not only the unique design of each component or element of a new jewelry design, but also how the design elements and components work together to make an overall design that is new, fresh, and distinct, that a new item is released for production.

5. It is clear that Yurman's commitment to innovation in design has not gone unnoticed. Yurman's jewelry designs are highly acclaimed in the jewelry trade and have received several international design awards. Further, Yurman has achieved unparalleled success at the consumer level. Since its founding in 1980, Yurman and its authorized retailers have experienced double digit sales growth, and Yurman typically ranks as the top selling brand in overall sales among authorized retailers.

6. From a marketing standpoint, Yurman's approach to branding is akin to the branding paradigm of the clothing and fashion industry. While many jewelry makers are known for the quality of their products, Yurman also seeks to be recognized for the distinctiveness of its designs. Yurman uses gold, silver, diamonds and other precious metal and colored gemstones to create original individual jewelry items and entire collections with a common thematic point of view.

7. Yurman's jewelry items are sold in specialty retail stores and department stores, such as Neiman Marcus, Saks Fifth Avenue, Nordstrom's, and Bloomingdales, in independent retailers throughout the country, in Yurman company-owned stores, and through Yurman's own website -- [www.davidyurman.com](http://www.davidyurman.com). as well as through Saks Fifth Avenue's website and Neiman Marcus's website. Yurman products are widely accepted

by consumers for the quality of the products and the innovation and uniqueness of the jewelry designs.

**The Launch Of The Original Products At Issue In This Case**

8. The five Yurman products that most directly match up to the ensemble sold by Andin -- a copyrighted enhancer (D06384), a larger enhancer (D06390), a large earring (E06305), a small earring (E06597), and a ring (R07000) -- are part of what Yurman calls its Silver Ice Collection. Photographs of these items are attached to the accompanying Declaration of David Yurman. The common characteristic of items in the Silver Ice Collection is the combination of diamonds and silver.

9. Before Mr. Yurman launched the Silver Ice Collection in 1997, it was traditional for diamonds to be used in combination with gold or platinum. Silver was not considered to be a precious enough metal to combine with diamonds. Thus, combining diamonds and silver was not seen in the fine jewelry industry. Silver Ice was an example of David Yurman's extraordinary innovation and vision.

10. The launch of the Silver Ice collection in 1997 consisted of approximately 12 items, including the first three items identified in paragraph 8 above. Those three items all have the same unique combination of design features -- a cushion shaped focal point consisting of pave diamonds, surrounded or framed by a rim of gold, which in turn is surrounded or framed by cable, or twisted wire, in sterling silver.

11. Because of the extreme popularity of the Silver Ice Collection, and in particular, the first three items identified in paragraph 8 above, Mr. Yurman continued to add to the collection. Among other Silver Ice designs, in 2001, he added another earring (E06597) (which is a smaller version of item E06305), and, in 2004, he added a ring



(R07000), both of which incorporate the same unique combination of design elements described above.

12. At the time of the Silver Ice Collection launch in 1997, I had day-to-day responsibility for Yurman's important Neiman Marcus retail account, with respect to both sales and marketing. Shortly thereafter, I became the Director of Merchandising for the whole company. In that capacity, I was responsible for deciding how the entire Yurman line would be presented to retailers, including determining what products would be featured in advertising and catalogs (both Yurman's and those of Yurman's retailers), identifying pieces that should be added to a particular collection, and preparing the presentation of Yurman products at trade shows. In both of these positions I played an integral role in Yurman's Silver Ice Collection.

13. Initially, when the Silver Ice Collection was launched, Yurman gave Neiman Marcus the exclusive right to retail Silver Ice jewelry. The exclusive was originally intended to last for one season (six months), but because of the substantial marketing and promotional support Neiman Marcus provided, including print advertising and in-store events, as well as their sales success with the collection, Yurman extended the Neiman Marcus exclusive. I know Yurman extended the exclusive for at least an additional season (six months), and I believe, to the best of my recollection, that Yurman extended the exclusive for an additional two seasons (a full year). During that time (a total of 12-18 months), Neiman Marcus featured the original Silver Ice items, including the three items referred to in paragraph 8 above, in advertising circulars sent to customers, and in newspaper and other print advertisements. In addition, it also hosted

special “trunk shows” and other events at its stores, where customers could view the new Silver Ice Collection, featured prominently in displays in its stores.

14. After the exclusive period with Neiman Marcus ended, Yurman expanded its distribution of the Silver Ice Collection to other specialty stores such as Saks Fifth Avenue and Bloomingdales, and to Yurman’s independent retailers. On numerous occasions, these retailers also featured the original Silver Ice jewelry items, including the three items identified in paragraph 8 above, in advertising circulars sent to customers and in print advertisements, and they too hosted events such as “trunk shows” where customers could view the collection.

15. Attached as Exhibit 1 are examples of catalogs from the retailers Neiman Marcus, Saks Fifth Avenue, Bloomingdales, and La Viano, which advertise the Silver Ice Collection items, including the items identified in paragraph 8 above. As these catalogs date back over seven years, these are the only examples Yurman was able to locate. I can personally attest, however, to the fact that these items were featured in literally dozens of additional store catalogs and local and regional print advertisements during this period, which, unfortunately, Yurman has not retained in its archives.

16. In the years immediately following their launch, Yurman also featured the Silver Ice collection and the items that Andin has copied in its own David Yurman catalogs, in print advertising, and on regional billboards. Attached as Exhibit 2 are examples of such Yurman catalogs. Again, this is just a representative sample, as during that time period, Yurman did not have a procedure for retaining such materials in its archives.

17. Like any company in the fashion industry, Yurman focuses its promotion efforts primarily on its newest and most current designs. New designs are generally promoted heavily for six months to a year after their launch. The Silver Ice Collection and the items identified in paragraph 8 are actually the exception. As they are iconic classics of the brand, these items continued to be featured in print advertising for at least two years after they were introduced.

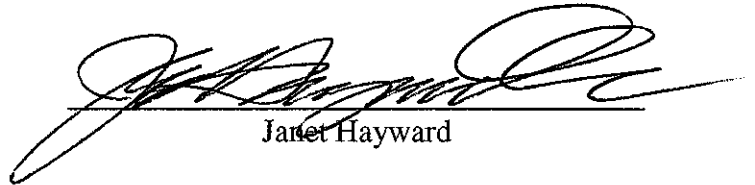
18. In addition to including new jewelry designs in catalogs and other advertisements, Yurman's new products are featured in celebrity placements where a celebrity will be photographed or appear at events wearing Yurman jewelry. Thus, in the period following the launch of the Silver Ice Collection, I am personally aware that several celebrities were photographed wearing jewelry from the Silver Ice Collection.

19. In addition, when a new line such as the Silver Ice Collection is launched, it also is common for articles and editorials to appear in the trade and consumer fashion media, reporting on the new line and informing readers of upcoming events where they can see the collection. The Silver Ice Collection launch in particular generated a tremendous amount of editorial coverage, because the designs were new and a real departure from conventional jewelry designs. Attached as Exhibit 3 is a compilation of newspapers and other print publications from the period 1997-2000 reporting on the Silver Ice Collection or informing readers of events featuring Silver Ice. These reports were recently obtained from a computer database. Once again, Yurman did not, at that time, maintain press clippings in its archives, so the attached articles retrieved from an internet database are not in their original form. Many of the original articles about the Silver Ice Collection, and the Yurman items included in this case, contained photographs

of the actual items, which were seen by millions of readers. In addition, the press items in Exhibit 3 are not necessarily all of the written press items that appeared at that time.

20. I have been in the jewelry industry for over twenty-five years, and have been exposed to the design process in all of my positions during that period, leading up to my current position as Vice President of Design at Yurman. I am acutely aware of the trends in modern jewelry design. In all my years of exposure to jewelry design and time in the industry, and until these particular designs began to be knocked off by companies like Andin, I had never seen jewelry items that incorporated this unique combination of design features in the marketplace. It is a design combination that stood the test of time, with the items incorporating this design combination continuing to sell steadily without significant promotion, ten years after they were introduced.

Declared under penalty of perjury, this 27 day of June, 2008.



Janet Hayward

# **EXHIBIT 1**

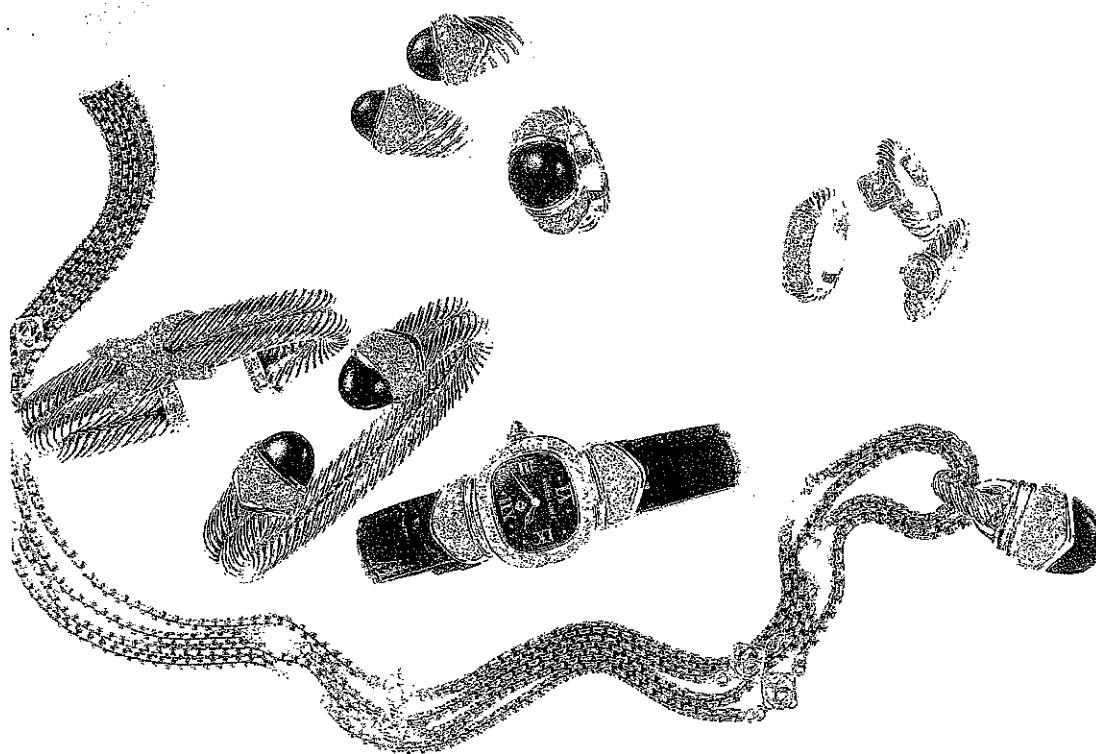


DAVID YURMAN



DY-0008



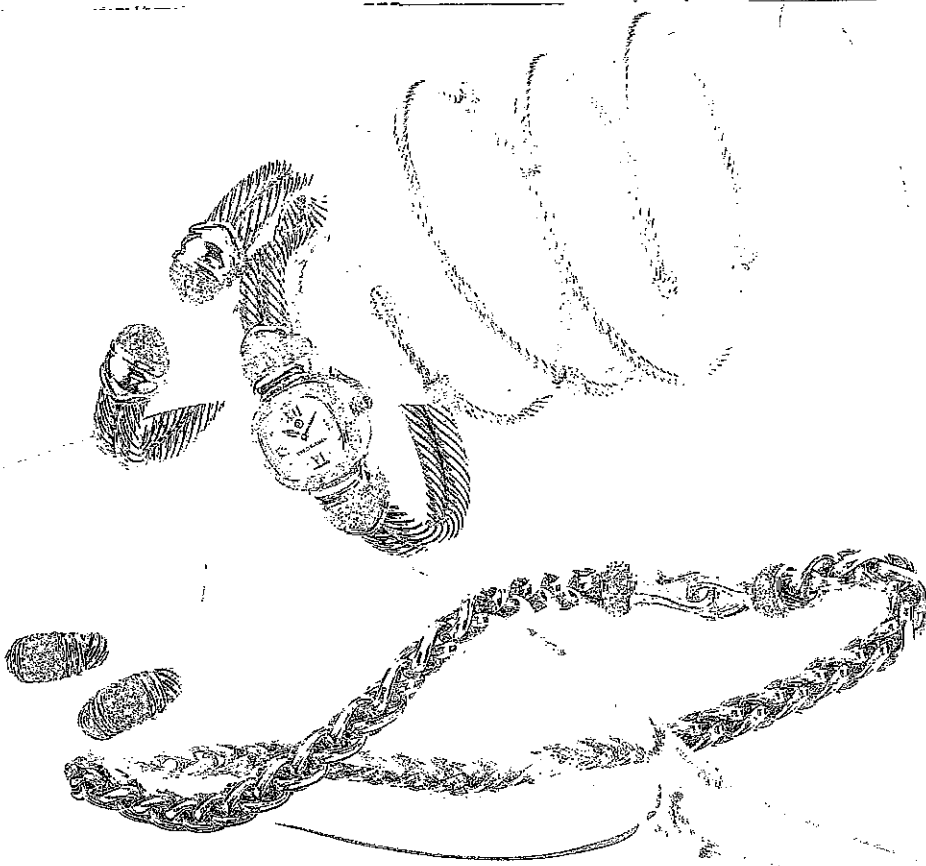


Introducing **The Midnight Ice Collection™** exclusively at Neiman Marcus, pave diamonds and black onyx in sterling silver and 18k gold:  
 Earrings, \$1,980. Bracelet, \$2,300. Ring, \$1,350. Pendant, \$995.  
 Pearl ion box chain in sterling silver and 14k gold in 72", \$1,075. [Also available in 16", \$325 and 32", \$495.] From **The Silver Ice Collection®**,  
 pave diamonds in sterling silver and 18k gold: X bracelet, \$1,650. Round stack ring, \$460. Square stack ring, \$475. Stack ring, \$1,250. Sterling silver  
 quartz watch with pave diamond bezel, decor and black mother of pearl dial on a black American alligator strap, \$4,750.

Opposite  
 From **The Midnight Ice Collection™** exclusively at Neiman Marcus, pave diamonds and black onyx in sterling silver and 18k gold: Earrings,  
 \$1,575. Necklaces, \$3,250. Ring, \$1,575. Bracelet, \$2,975. From **The Silver Ice Collection®**, pave diamonds in sterling silver and 18k gold: Buckle  
 bracelet, \$2,975. Gold dome bracelet, \$2,450. Ring, \$2,375.

DY-0009

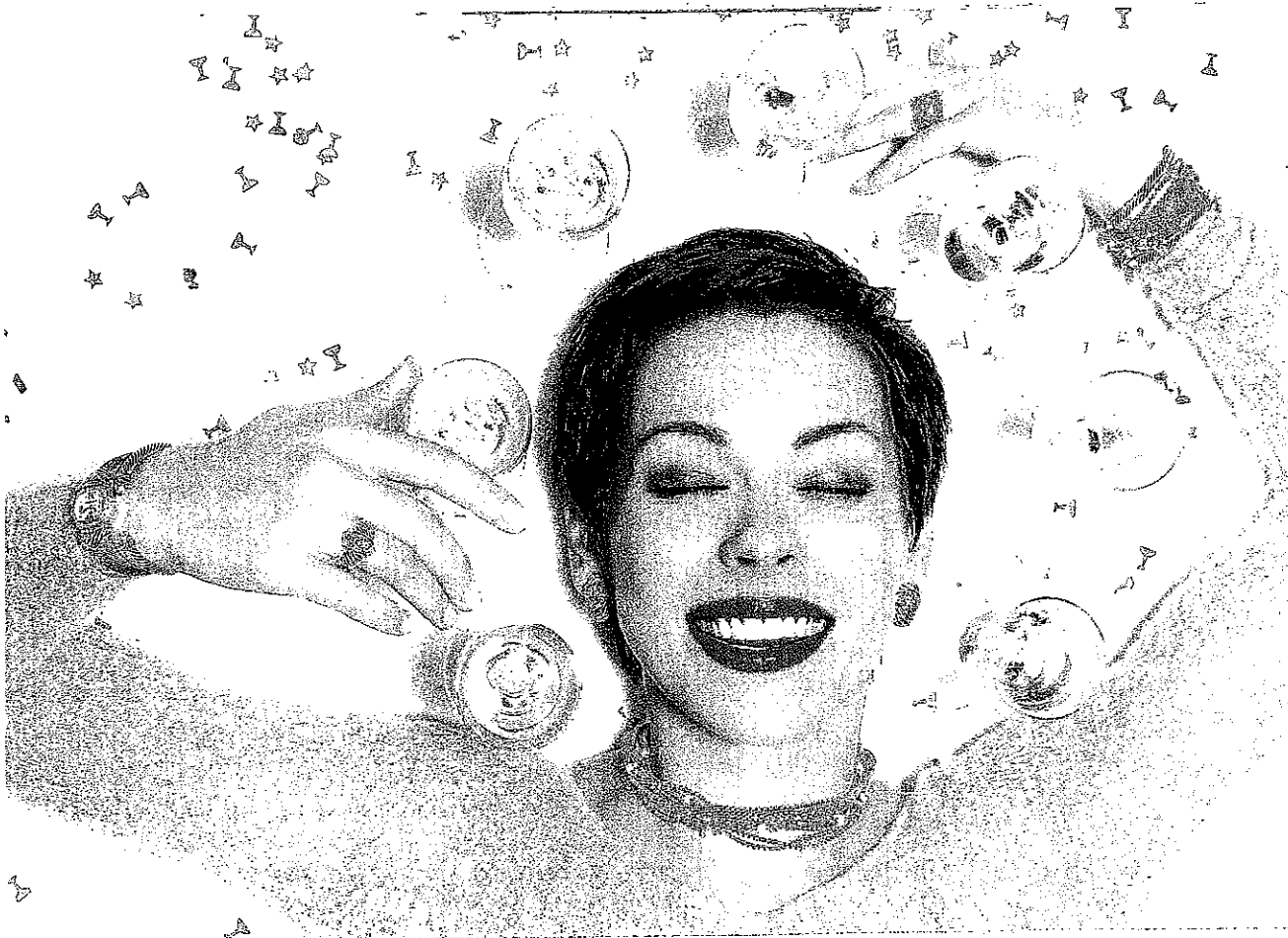




From **The Silver Ice Collection**, pave diamonds in sterling silver and 18kt gold: 16" wheat chain, \$2,650. Earrings, \$1,995. Bracelet, \$2,100. Quartz watch with pave diamond bezel, deco, mother of pearl dial and sapphires crown, \$7,250. Coil bracelet in 18kt gold with pave diamond beads, \$5,990.

#### Opals

From **The Silver Ice Collection**, pave diamonds in sterling silver and 18kt gold: Fourstrand bead necklace (two featured), \$2,450 each. Snow bead bracelet (two featured), \$2,350 each. Single X bracelet, \$990. Double X bracelet, \$1,590. X ring, \$1,270. Stack ring, \$1,250. Dome ring, \$1,290. Earrings, \$1,950. Diamond lip bracelet, \$990. Sterling silver quartz watch with pave diamond bezel and mother of pearl dial on a dove gray groggrain strap from **The Cable Copri Watch Collection**, \$2,700.



DY-0010



**The Silver Ice Collection**<sup>®</sup>, pave diamonds in sterling silver and 18k gold: Pearl earrings, \$1,630. Pearl bracelet, \$1,125. Pearl Pendant, \$985. Pearl ring, \$1,350. Four-strand bead necklace, \$2,450. Sterling silver quartz watch with pave diamond bezel, décor and mother of pearl dial on a royal blue grosgrain strap from **The Cable Knit Watch Collection**, \$4,700.

**Opposite**

From **The Blue Ice Collection**<sup>™</sup>, pave diamonds and blue chalcidony in sterling silver and 18k gold: Necklace, \$1,695. Earrings, \$1,575. Ring, \$1,350. From **The Silver Ice Collection**<sup>®</sup>, pave diamonds in sterling silver and 18k gold: Small necklace ring, \$1,350. Single X bracelet, \$950. Double X bracelet, \$1,590. Diamond lip bracelet, \$990. Sterling silver and pave diamond bracelet with blue chalcidony, \$725. With pearl, \$750. Small. Necklace ring with blue chalcidony in sterling silver and 14k gold, \$390. Quartz watch in stainless steel with sterling silver inserts, pave diamond dial and bezel, blue mother of pearl dial and sapphires crown from **The Thoroughbred Watch Collection**<sup>™</sup>, \$6,300.

DY-0011



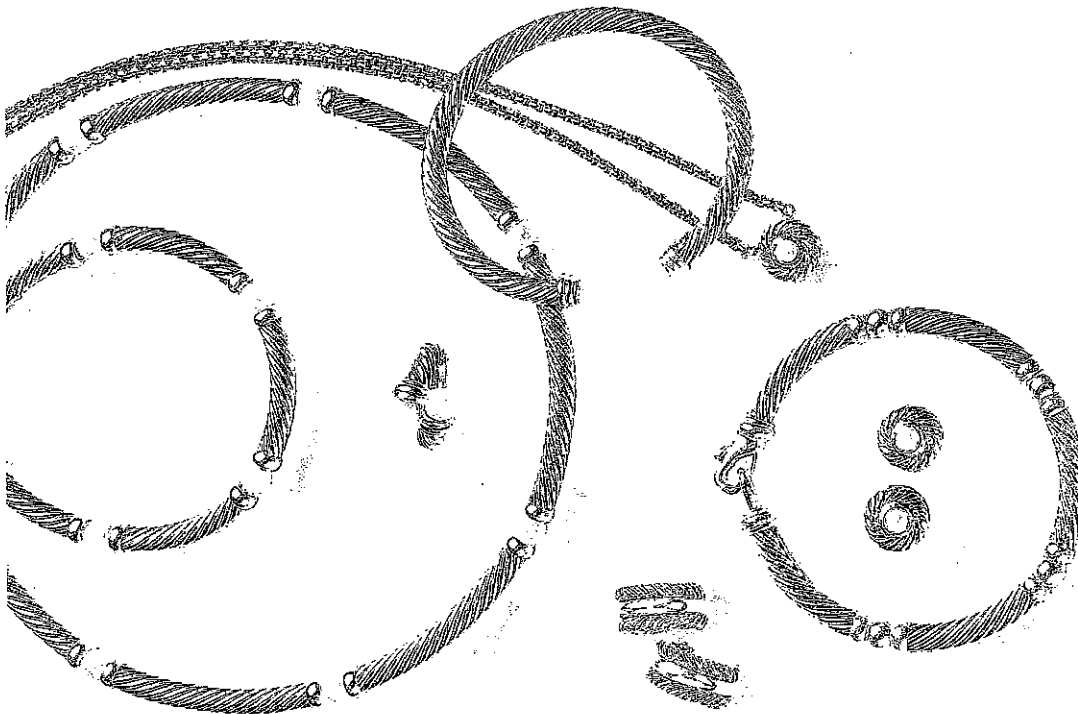


From **The Cable Capri Collection** in sterling silver and 14k gold: Blue topaz pendant, \$575. Large rings in amethyst, blue topaz and lemon citrine, \$650 each. Bracelets in amethyst and blue topaz, \$995 each. Blue topaz earrings, \$1,250. Silver necklace, \$695. Pavé diamond wide stack ring in sterling silver and 18k gold from **The Silver Ice Collection**®, \$1,425. Sterling silver and 14k gold quartz watch with mother of pearl dial and rhodolite garnet accents from **The Cable Watch Collection**, \$1,950.

Opposite

In sterling silver and 14k gold: Citrine earrings, \$995. Citrine pendant, \$980. Double-row wheat chain, \$850. Amethyst bracelet, \$1,200. Gold dome brooch, \$640. Noble rings in blue topaz and citrine, \$690 each. Quartz watch from **The Silver Ice Collection**® in sterling silver and 18k gold with pavé diamond bezel, mother of pearl dial and sapphire crown, \$5,930.

DY-0012



Opposite  
 Swirling silver and 14kt gold: Necklace, \$770. Gold dome bracelet, \$440. Hook bracelet, \$660. Band ring, \$450. Pearl ring, \$900. Pin, \$650. Earrings, \$475. Bracelet from **The Midnight Ice Collection™**, pure diamonds and black onyx in swirling silver and 14kt gold exclusively at **Noiman Marcuse**, \$1,585. Swirling silver and 14kt gold quartz watch with mother of pearl dial on a black American alligator strap, \$1,350.

DY-0013

**Neiman Marcus**

Atlanta	404.266.8200
Bell Harbor	303.865.6161
Beverly Hills	310.550.5900
Boston	617.536.3660
Chicago	
Michigan Avenue	312.642.3900
Northbrook	847.364.0300
Oldbrook	630.572.1500
Bueller	
Downtown	214.741.5911
Northpark	214.363.8311
Fraserwood	972.233.1100
Danvers	303.379.2600
Port Lauderdale	954.566.6666
Port Worth	817.738.3381
Hauskalo	808.951.8887
Houston	
Galleria	713.621.7108
Town & Country	713.984.2100
King of Prussia	610.354.0300
Las Vegas	702.731.3656
Minneapolis	612.339.2600
Neiman's Beach	949.759.1900
Palo Alto	650.325.3300
Pasadena	201.291.1920
St. Louis	314.567.9811
San Diego	619.692.9100
San Francisco	415.362.3900
Scottsdale	602.990.2100
Short Hills	973.913.0680
Troy	248.643.3300
Washington D.C.	
Mazza Gallerie	202.364.9700
Tysons Galleria	703.761.1600
White Plains	914.948.8300
The Galleries of Neiman Marcus	
Beverlywood	216.664.4000
Phoenix	602.381.0400
Seattle	206.467.0901

To order by phone call 1.800.937.9146  
ext. 2112 Monday-Sunday 10am-530pm CST.  
Visit our Website at  
<http://www.neimanmarcus.com>

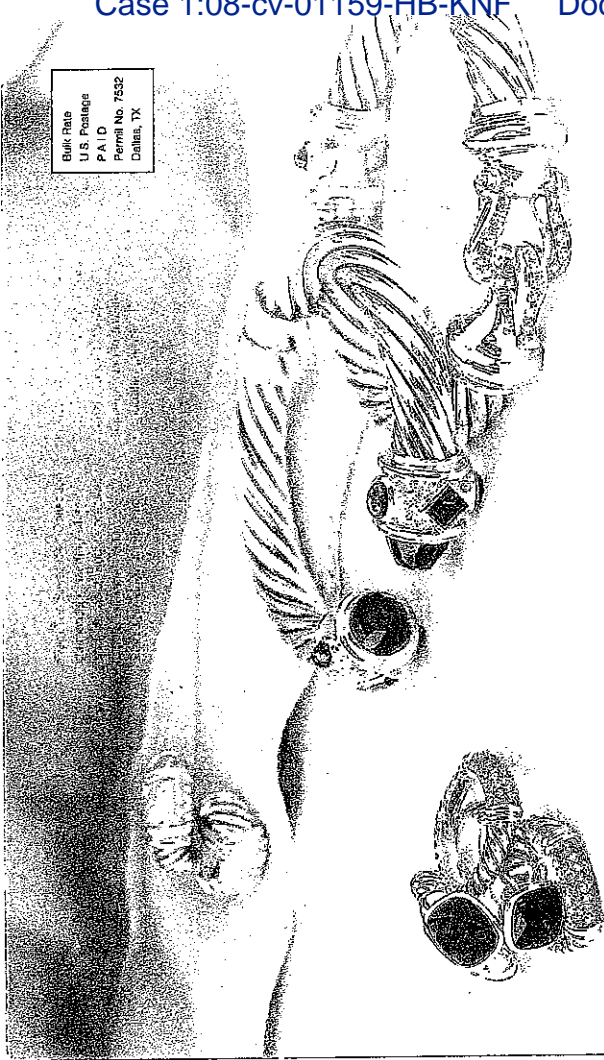
In sterling silver and 14kt gold. Crissie and  
analyst diana bracelets, \$490 each. Brooches  
with cushion onyx, \$720. Analyst  
earrings, \$695. Pender ring, \$740. Blue  
topaz ring, \$485. Analyst ring, \$485. Pavé  
diamond ring in sterling silver and 18kt gold  
from **The Silver Ice Collection**, \$1,350.

Front Cover  
Pavé diamond earrings in sterling silver and  
18kt gold from **The Silver Ice Collection**,  
\$2,850.

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BULK RATE  
U.S. POSTAGE  
PAID  
PERMIT NO. 7392  
DALLAS, TX

DY-0014



Bulk Rate  
U.S. Postage  
PAID  
Permit No. 7532  
Dallas, TX

# Vincent Vercia

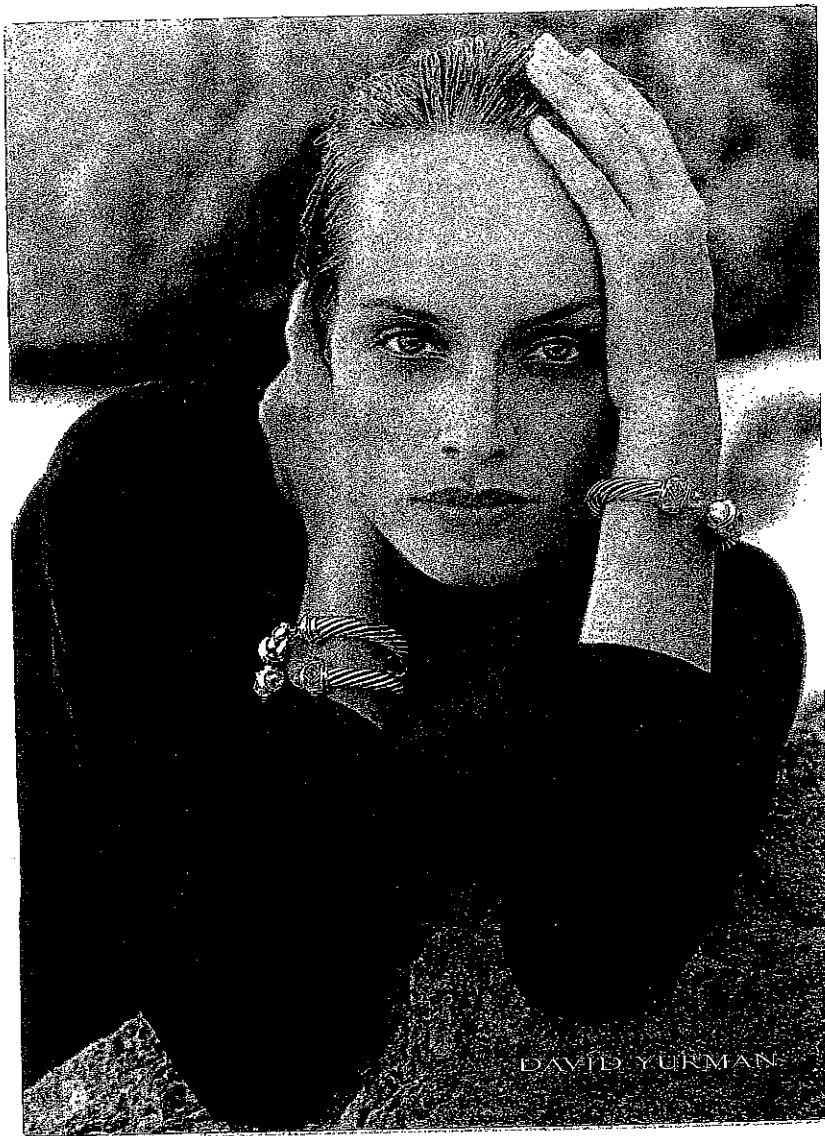
Astoria	404 288-6200
Bakersfield	805 339-7000
Beverly Hills	310 550-5800
Boston	310 558-3680
Chicago - Avenue	312 462-9000
Chicopee	417 554-0300
Norfolk Northbrook	630 572-1500
Outback	214 771-1811
Downtown	214 383-4311
Northpark	972 233-1100
Pasadena	972 233-1100
Port Lauderdale	954 586-6656
Fort Lauderdale	954 738-2581
Houston	832 551-9700
Horseland	828 551-9700
Gallien	713 921-1787
Town & Country	713 854-2100
Louisville	502 482-2100
Long Beach	702 731-3555
Milwaukee	414 288-6200
New York - Bronx	414 789-1800
Palmdale	650 926-3300
Palo Alto	202 431-1820
Pittsburgh	202 431-1820
San Diego	619 692-3700
San Francisco	415 865-3100
Scottsdale	972 233-1100
Seattle	972 233-1100
St. Louis	214 463-3300
Texas	214 463-3300
Washington DC:	
Arlington	703 686-8700
Falls Church	703 686-8700
Tysons Galleria	703 686-8700
White House	914 428-2000

Visit our Website at:  
<http://www.netnamerbus.com>

This catalog was photographed entirely on location at the Wyckoff Towers in New York City.

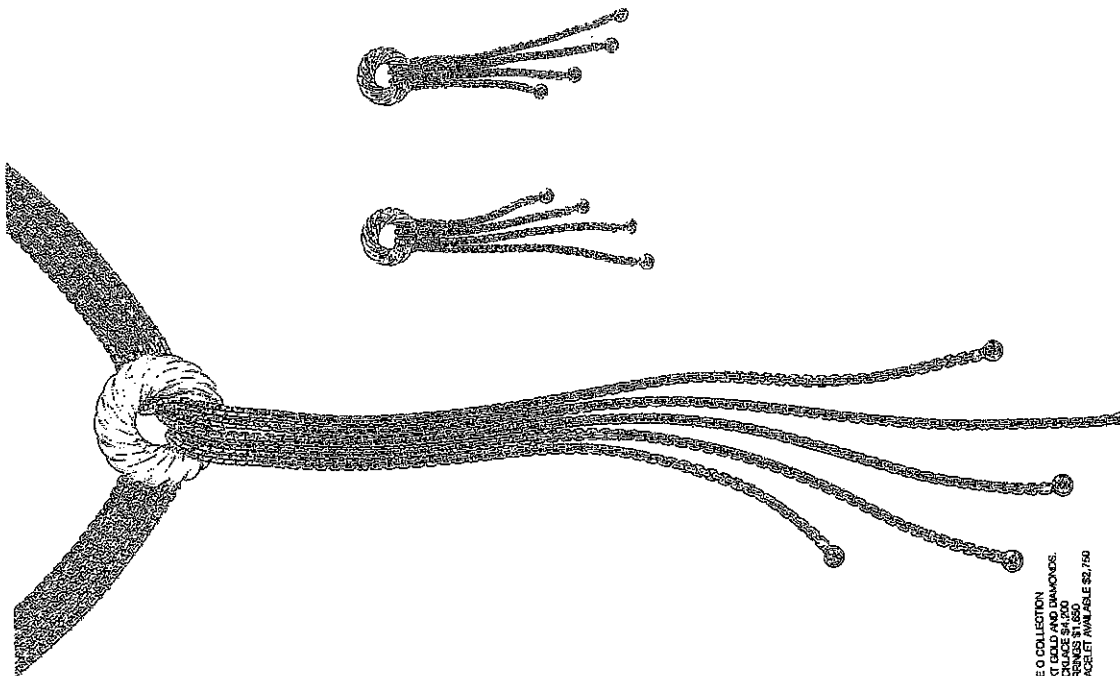
DY-0021





DY-0029

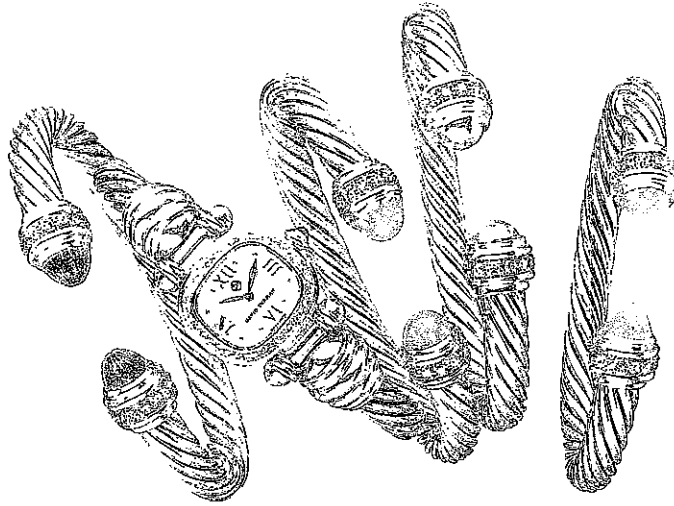
THE CABLE CLASSICS  
 18KT GOLD  
 DIAMOND CABLE RING \$2,450  
 RHOALITE GARNET RING \$2,450  
 DIAMOND NAVOT RING \$2,450  
 DIAMOND BAND RING \$2,450



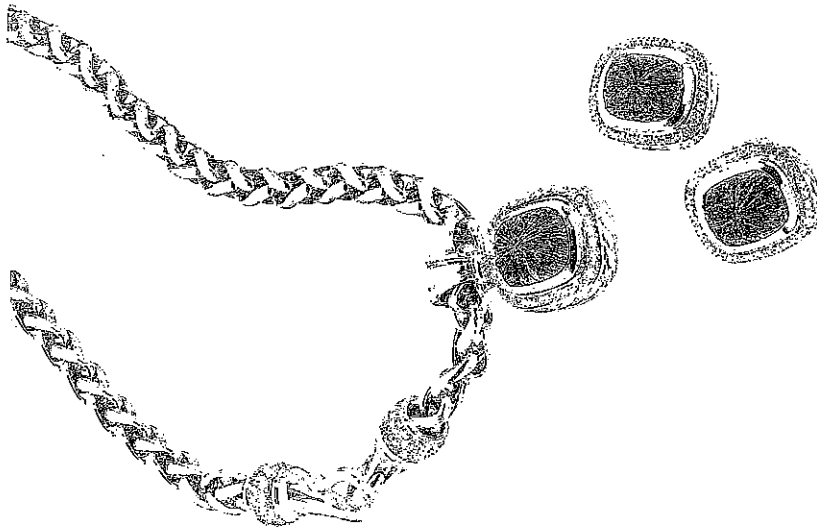
THE O COLLECTION  
 18KT GOLD AND DIAMONDS  
 DIAMOND CABLE BRACELET \$2,750  
 DIAMOND CABLE RING \$1,850  
 DIAMOND CABLE RING \$2,750

DY-0030



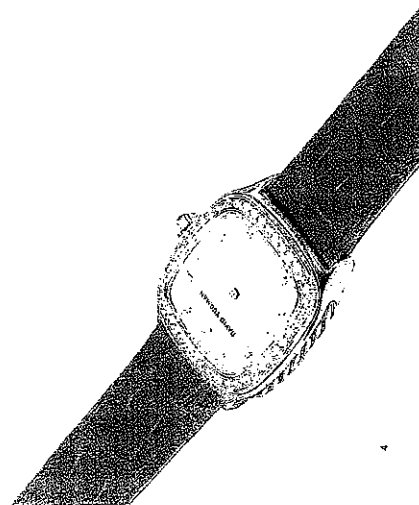


THE SILVER ICE COLLECTION  
STERLING SILVER AND 18KT GOLD  
WITH PINK DIAMONDS  
PINK TOURMALINE BRACELET \$1,899  
CABLE WATCH \$3,599  
BLUE CHALCEDONY BRACELET \$1,899  
CABLE WATCH \$1,899  
PERSIAN CABLE BRACELET \$1,899

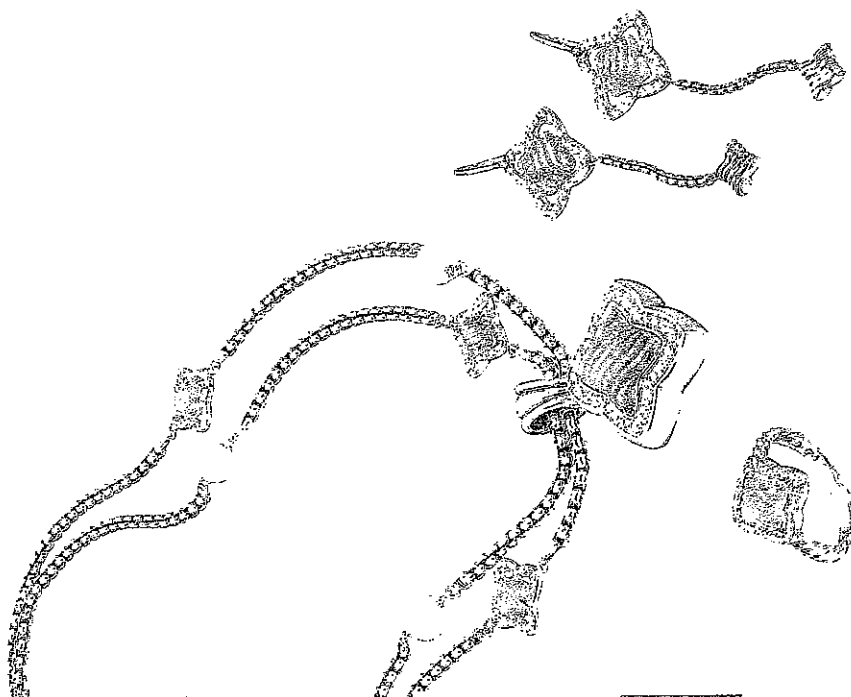
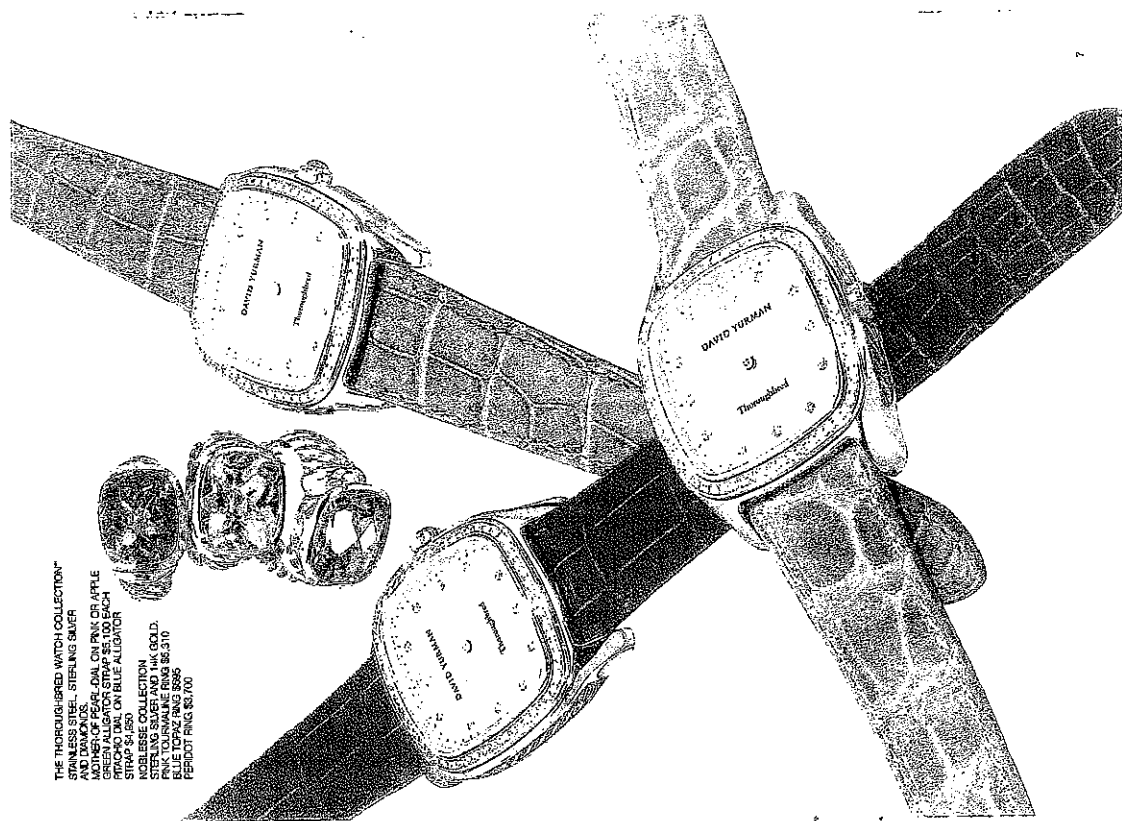


PINK PASSION SILVER ICE  
STERLING SILVER AND 18KT GOLD  
WITH PINK DIAMONDS  
PINK TOURMALINE AND CHALCEDONY  
ENHANCER \$1,475 ENHANCER \$2,795  
CHAIN \$2,595

THE WOMEN'S THOROUGH-BRED  
WATCH COLLECTION  
STAINLESS STEEL, STERLING SILVER,  
18KT GOLD, AND 18KT GOLD  
ON PINK ALLIGATOR STRAP \$3,000



DY-0031



THE QUARTERCOIL COLLECTION™  
STAINLESS STEEL, STERLING SILVER  
AND 18K GOLD. AVAILABLE IN 14K OR 18K  
GOLD. THE QUARTERCOIL COLLECTION™  
IS A COLLECTION OF JEWELRY  
DESIGNED BY DAVID YURMAN.

DY-0032

THE CROSSOVER COLLECTION  
18K GOLD WITH PAVE DIAMONDS  
NECKLACE \$3,600  
BRACELET \$2,100  
18K RINGS \$1,100  
EARRINGS \$2,500  
RINGS \$1,450



DY-0033

THE SILVER ICE COLLECTION  
STERLING SILVER AND 18K GOLD  
WITH PAVE DIAMONDS  
NECKLACE \$1,100  
BRACELET \$1,100  
BROOCH \$1,100  
EARRINGS \$1,100  
GOLD DOVE BRACELET \$895



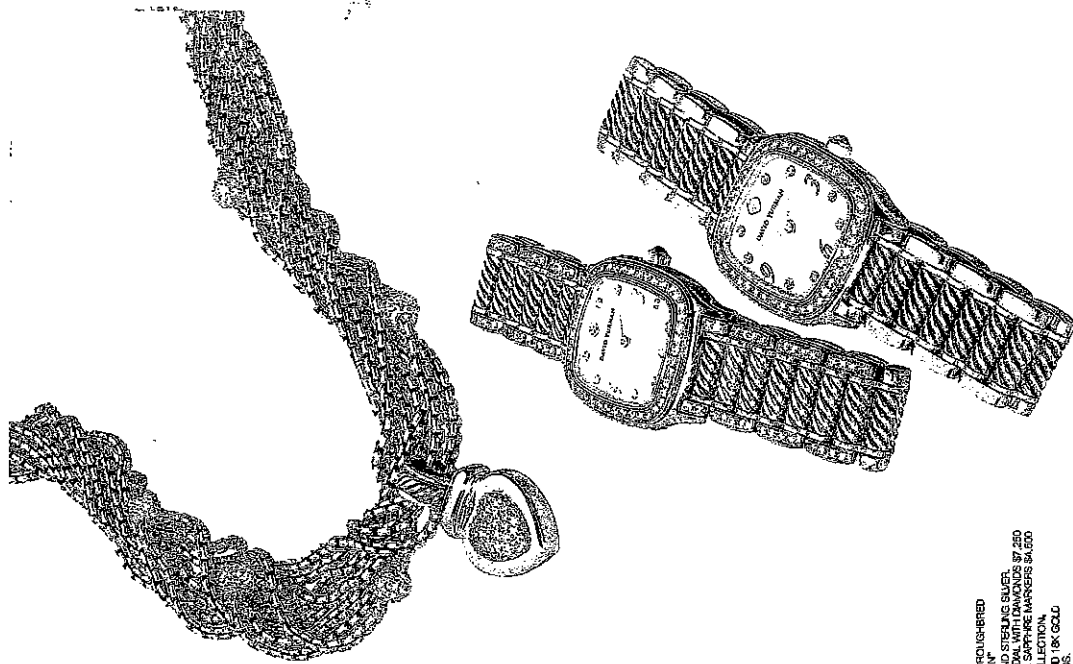
11



THE SILVER ICE COLLECTION  
STERLING SILVER AND 18K GOLD  
WITH PAVE DIAMONDS  
NECKLACE \$1,100  
BRACELET \$1,100  
BROOCH \$1,100  
EARRINGS \$1,100  
GOLD DOVE BRACELET \$895

DY-0034





THE WOMEN'S THICK-BRAIDED  
WATCH COLLECTION  
WATCHES WITH METAL BRACELETS  
NOTES OF PINK DIAL WITH DIAMONDS \$7,250  
PINK DIAL WITH PINK SAPPHIRE MARKERS \$4,500  
THE SILVER ICE COLLECTION  
WATCHES WITH METAL BRACELETS  
WATCHES WITH METAL BRACELETS  
NEOLACE \$2,500 B. HANCOCK \$595



DY-0035



THE CANTRELL COLLECTION  
STAINLESS STEEL AND 18K GOLD  
NECKLACE \$350, BRACELET \$450  
WATCH \$1,500, PINS \$100  
EARRINGS \$150



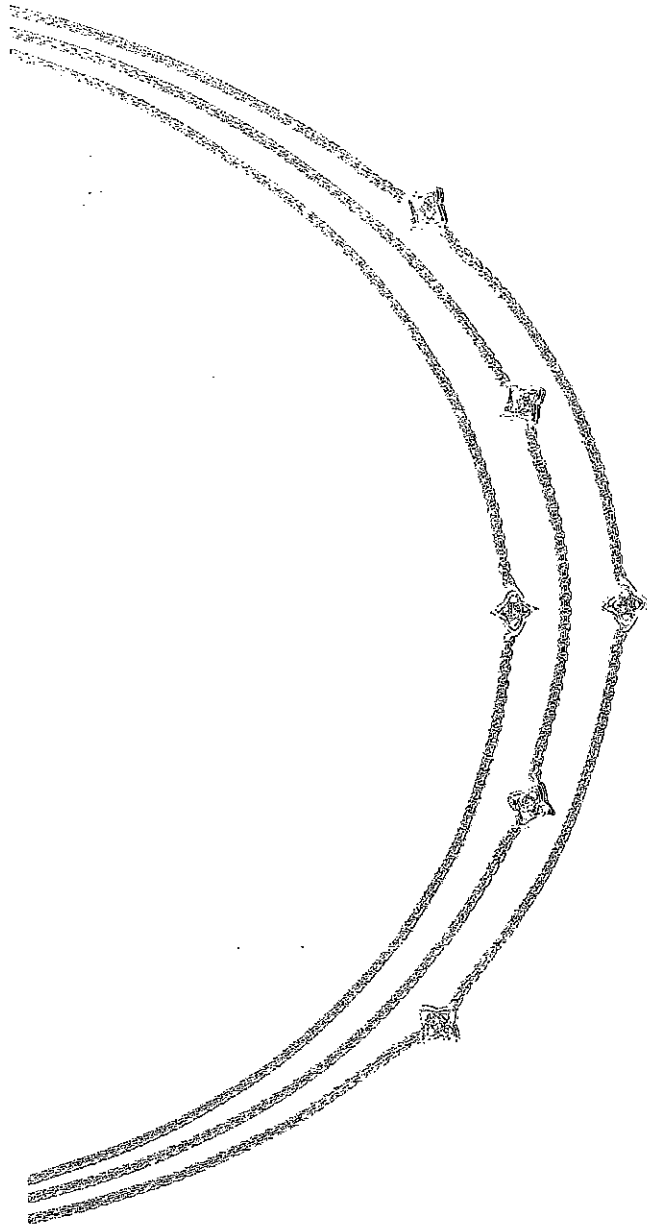
THE MEN'S TROUBLESHOOTER WATCH COLLECTION  
STAINLESS STEEL AND STERLING SILVER  
BLACK DIAL ON BRACELET \$1,500  
WHITE DIAL ON BRACELET \$1,500  
WHITE DIAL ON LEATHER STRAP \$1,500  
WHITE DIAL ON LEATHER STRAP \$1,500  
BLACK DIAL ON LEATHER STRAP \$1,500  
BLACK DIAL ON LEATHER STRAP \$1,500





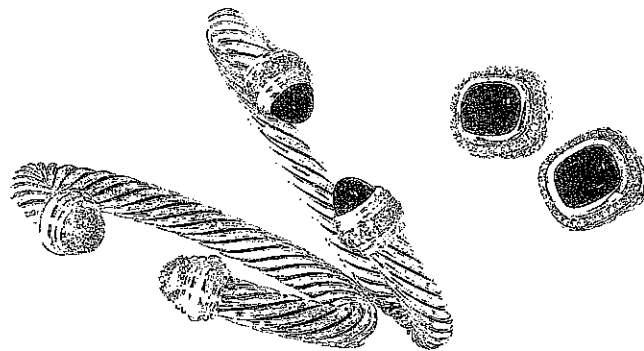
DY-0038





DY-0039

THE BETTE O. COLLECTION  
ONLY AT NEWMAN MARCUS  
18KT GOLD WITH DIAMONDS  
EARRINGS \$550 RING \$690 EACH  
NECKLACE \$2,400

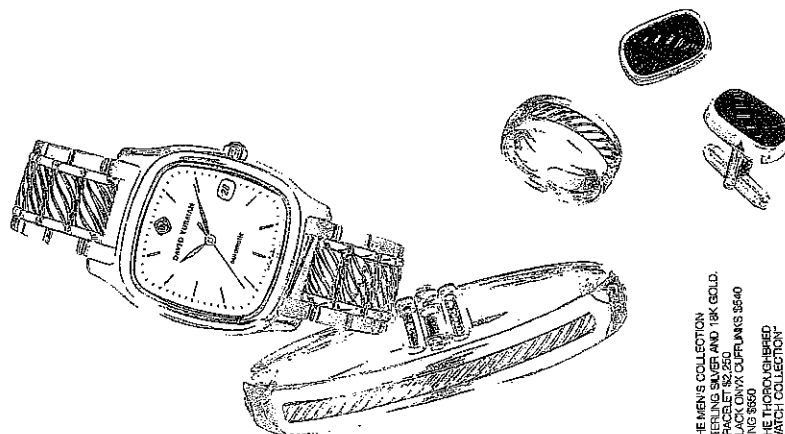


DY-0040

THE MONTAGNE COLLECTION  
STERLING SILVER 18K GOLD  
BLACK ONYX AND PINK DIAMONDS  
ENHANCER \$995 CHAIN \$2,500  
BRACELET \$1,500 RING \$1,500  
BRACELET \$1,500 PINK DIAMOND \$1,450

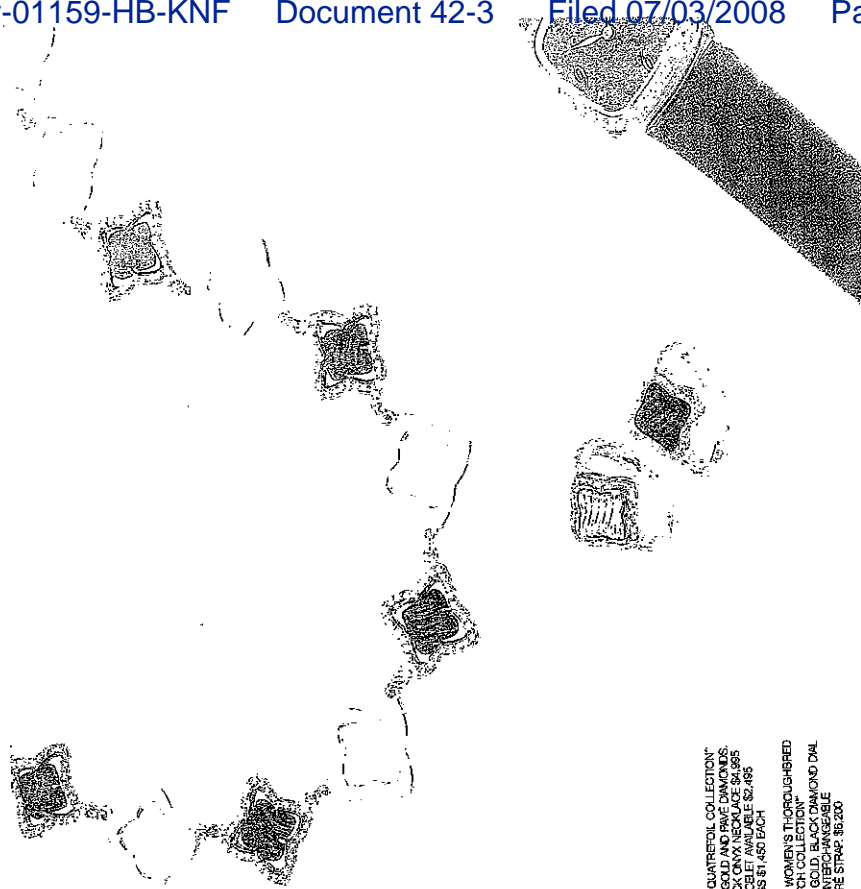


THE SILVER ICE COLLECTION™  
STERLING SILVER AND 18K GOLD.  
STAINLESS STEEL AND 18K GOLD.  
NECKLACE \$1,995  
BRACELET \$1,750  
PAVE BRACELET \$1,995  
PAVE STAINLESS STEEL BRACELET \$1,450  
RINGS \$1,200

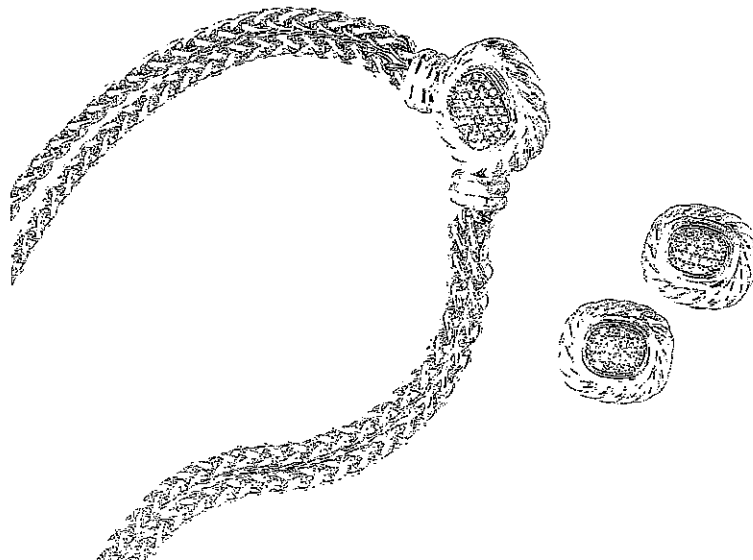
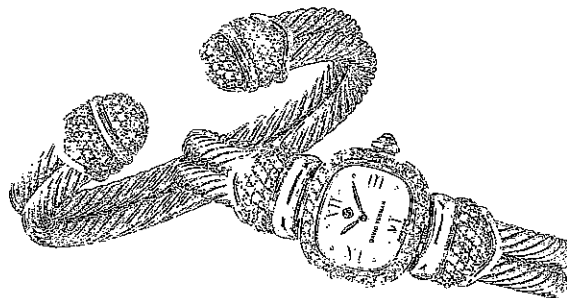


THE MEN'S COLLECTION  
STERLING SILVER AND 18K GOLD.  
STAINLESS STEEL AND 18K GOLD.  
BLACK ONYX CLIFTS \$540  
RING \$550  
THE THOROUGHbred  
WATCH COLLECTION™  
STAINLESS STEEL, STERLING SILVER  
AND 18K GOLD. AUTOMATIC. \$3,950

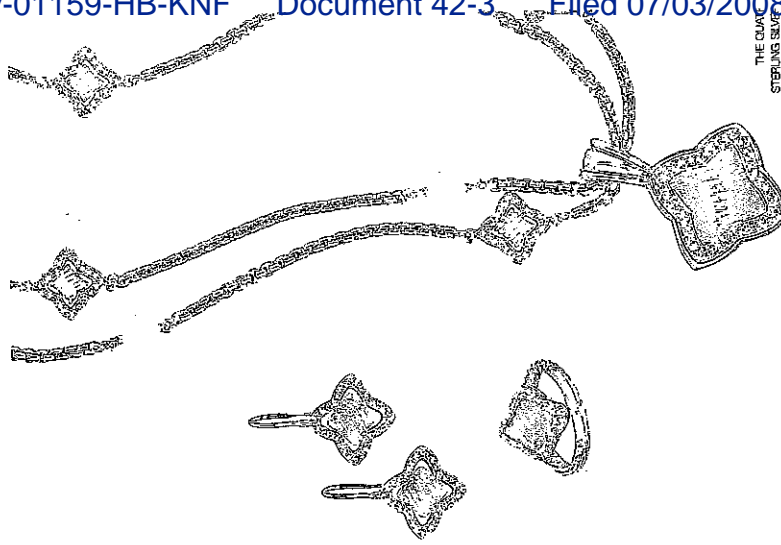
DY-0041



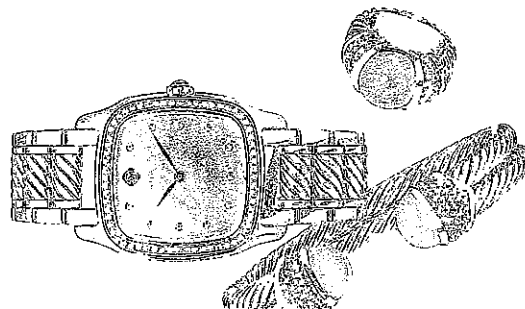
THE ALBION COLLECTION  
18K GOLD AND PAVE DIAMONDS  
NECKLACE \$8,500  
BRACELET \$4,500  
CABLE WATCH \$12,500



DY-0042



THE CLAY  
STERLING SILVER

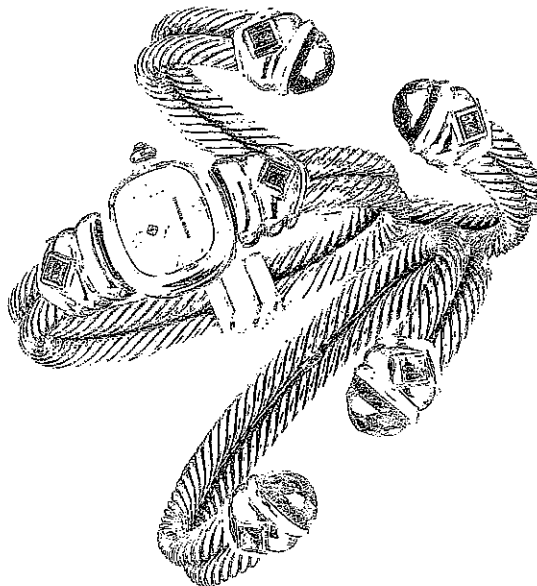
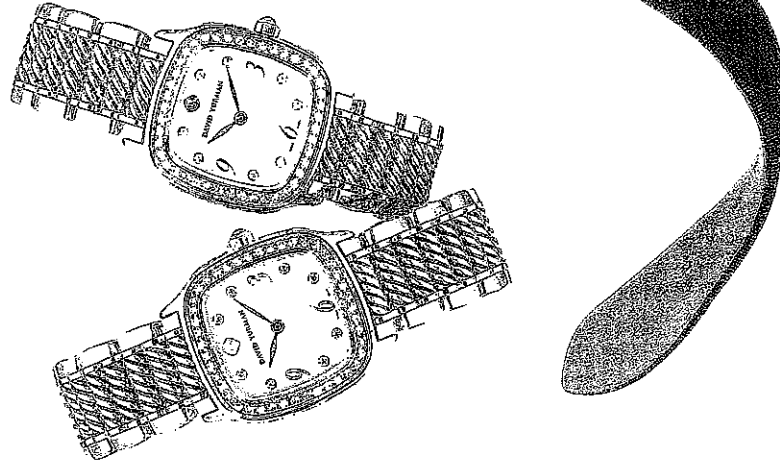


THE THOROUGHNESS WATCH COLLECTION  
STAINLESS STEEL, STERLING SILVER  
MOTHER-OF-PEARL, DIAMOND DIAL \$8,950  
THE CABLE CHARM COLLECTION  
STERLING SILVER, STAINLESS STEEL  
WITH BLUE CHALCEDONY AND DIAMONDS  
BRACELET \$2,500 RING \$1,250

DY-0043



THE WOMAN  
WAL  
STAINLESS STEEL AND  
PINK DIAL WITH PINK  
MOTHER OF PEARL DIAL WITH  
MOTHER OF PEARL DIAL WITH  
INTERCHANGEABLE



DY-0044

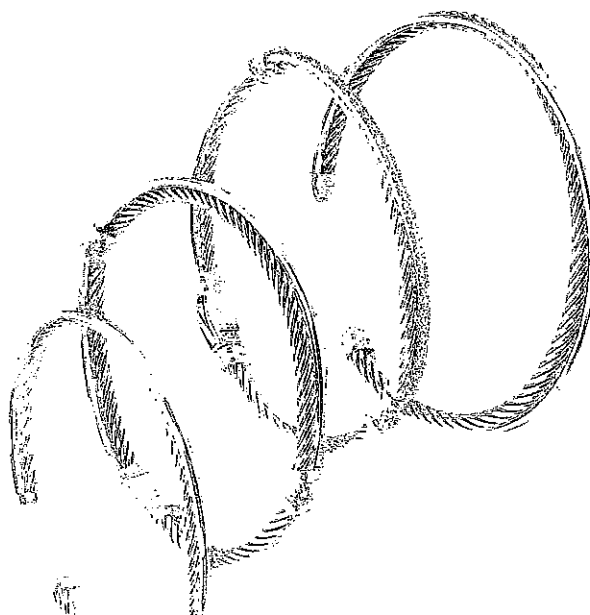
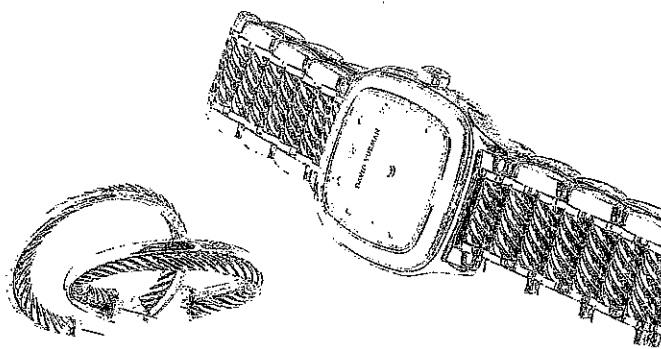
THE RENAISSANCE COLLECTION  
STERLING SILVER AND 14K GOLD  
CITRINE BRACELET WITH PERidot \$795  
AMETHYST BRACELET WITH RUBY \$795  
WATCH WITH PEARL DIAL \$1,250



THE PETITE HAMPTON COLLECTION  
STERLING SILVER AND 14K GOLD  
PEARL NECKLACE \$2,680  
PEARL BRACELET \$875  
RINGS \$135 EACH

THE CROSSOVER COLLECTION  
STERLING SILVER AND 18K GOLD  
LINKED BRACELET \$495  
CUFF BRACELET \$425  
18K AND DIAMOND BRACELET \$2,450

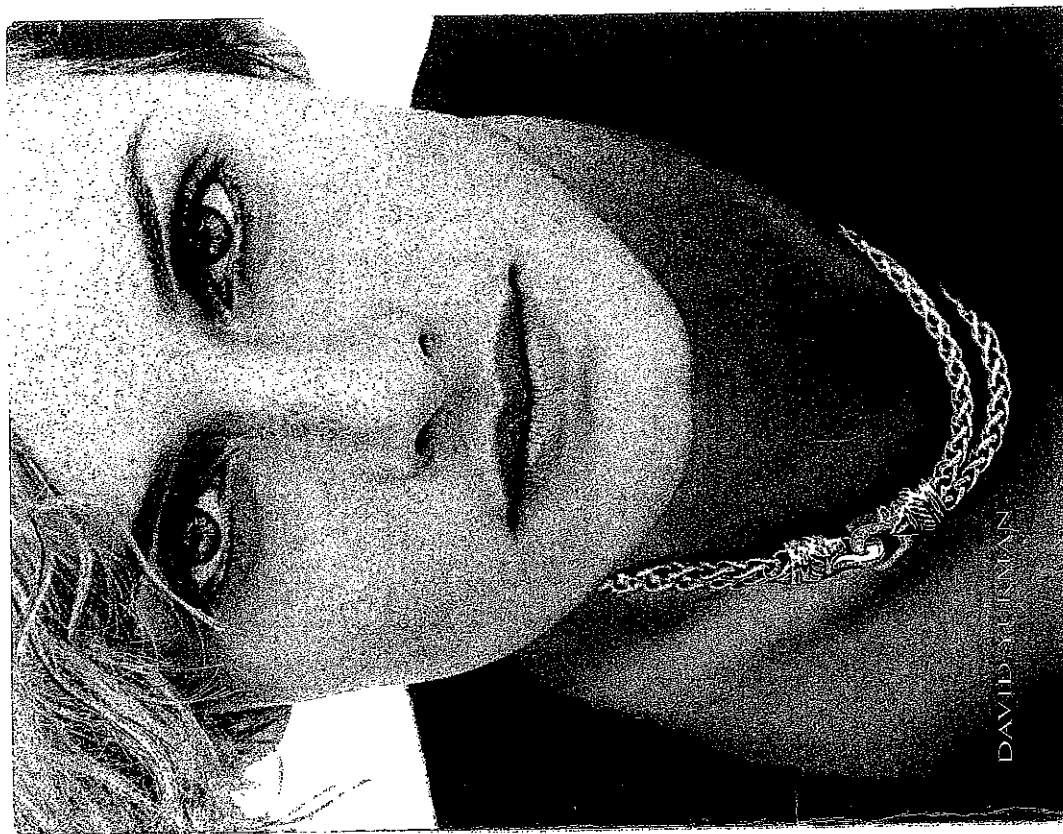
THE WOMEN'S THOROUGHbred  
WATCH COLLECTION  
STAINLESS STEEL, STERLING SILVER  
AND 18K GOLD \$2,580



DY-0045







DY-0047

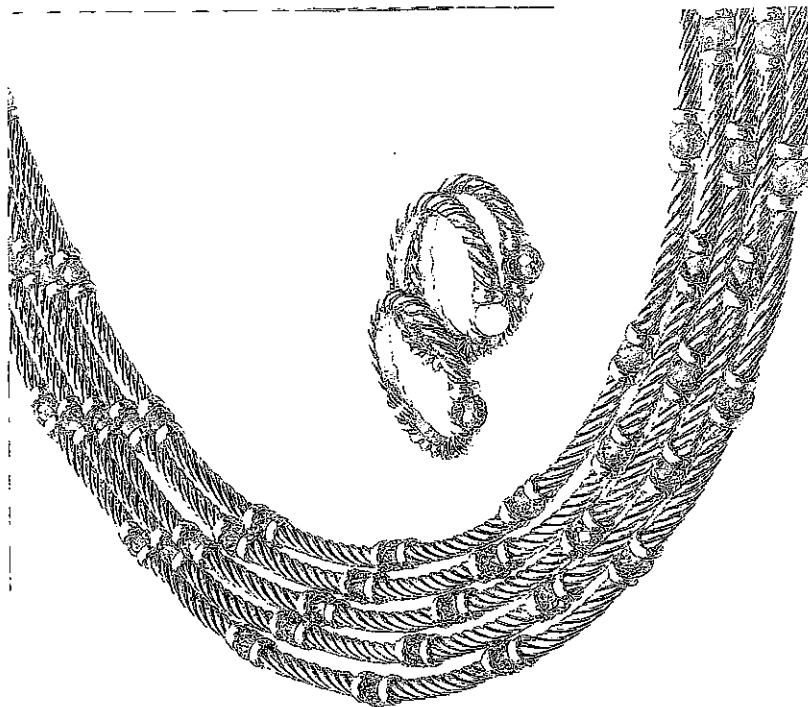


THE CROSSOVER COLLECTION  
 18KT GOLD AND PAVE DIAMONDS  
 NECKLACE \$22,000  
 BRACELET \$22,000  
 EARRINGS SMALL \$2,200  
 MEDIUM \$2,500 LARGE \$3,200  
 RING \$2,500  
 18KT GOLD BRACELET \$1,100  
 RING \$1,450

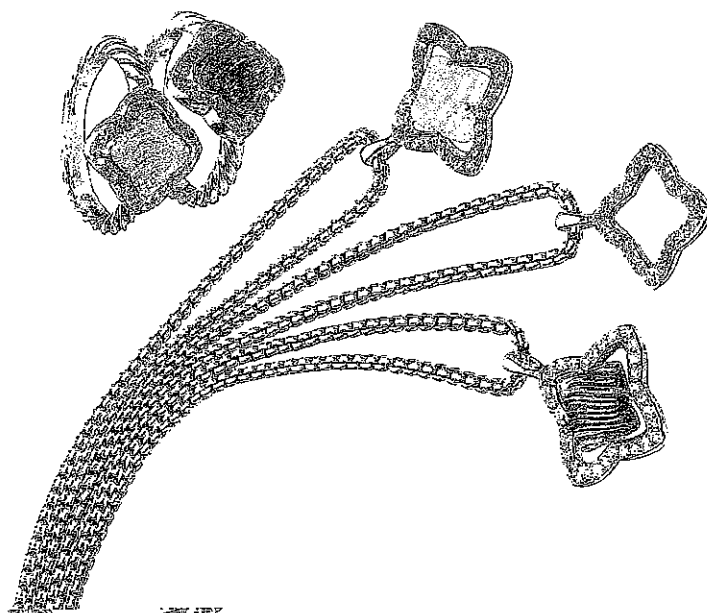


THE EMERALD COLLECTION  
 18KT GOLD AND PAVE DIAMONDS  
 NECKLACE \$5,000  
 BRACELET AVAILABLE \$2,000  
 THE EMERALD COLLECTION  
 18KT GOLD AND PAVE DIAMONDS  
 RING \$3,250 STACK RING \$1,950

DY-0048



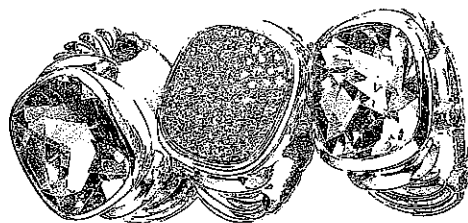
THE PETITE HAMPTON COLLECTION  
STERLING SILVER AND 14KT GOLD  
BLUE TOPAZ NECKLACE \$2,950 PINK \$3,195 EACH  
PEARL PINK \$3,195 SILVER NECKLACE AVAILABLE  
SINGLE STRAND NECKLACE AVAILABLE \$995



THE QUARTERPOOL COLLECTION  
STERLING SILVER AND 14KT GOLD  
WITH PINK, EMERALD, OR BLUE  
WITH PINK DIAMONDS  
BLUE CHALCEDONY NECKLACE \$1,050 PINK \$925  
PINK CHALCEDONY NECKLACE \$1,050 PINK \$925  
PINK TOURMALINE NECKLACE \$1,100 PINK \$750

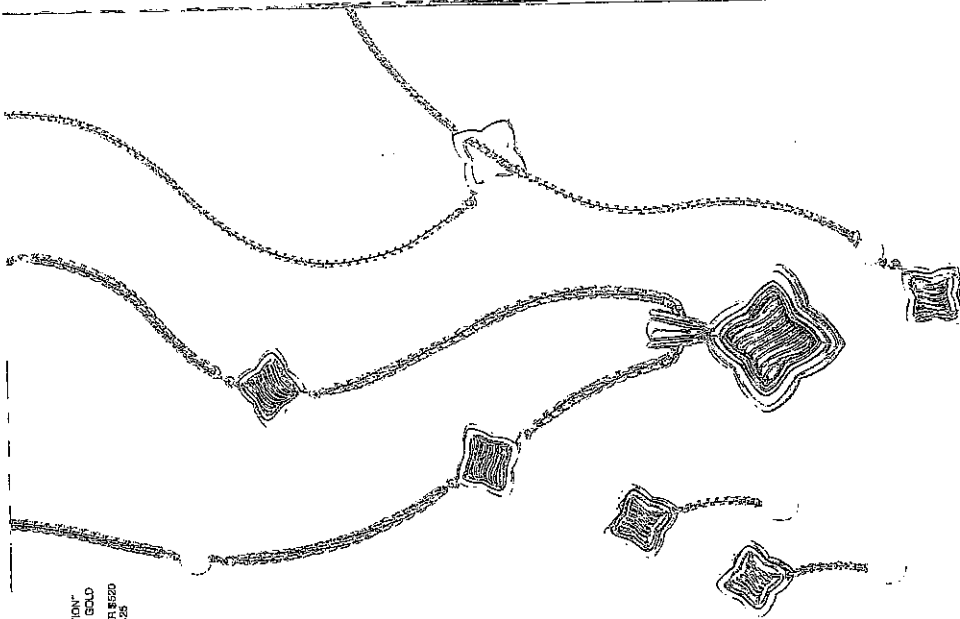
DY-0049

THE NOBLESSE COLLECTION  
STERLING SILVER AND 14KT GOLD  
JEWELRY AND ACCESSORIES  
CITRINE AND DIAMOND COLLECTION  
THE SILVER ICE COLLECTION  
STERLING SILVER AND 18KT GOLD  
DIAMOND RING \$2,375

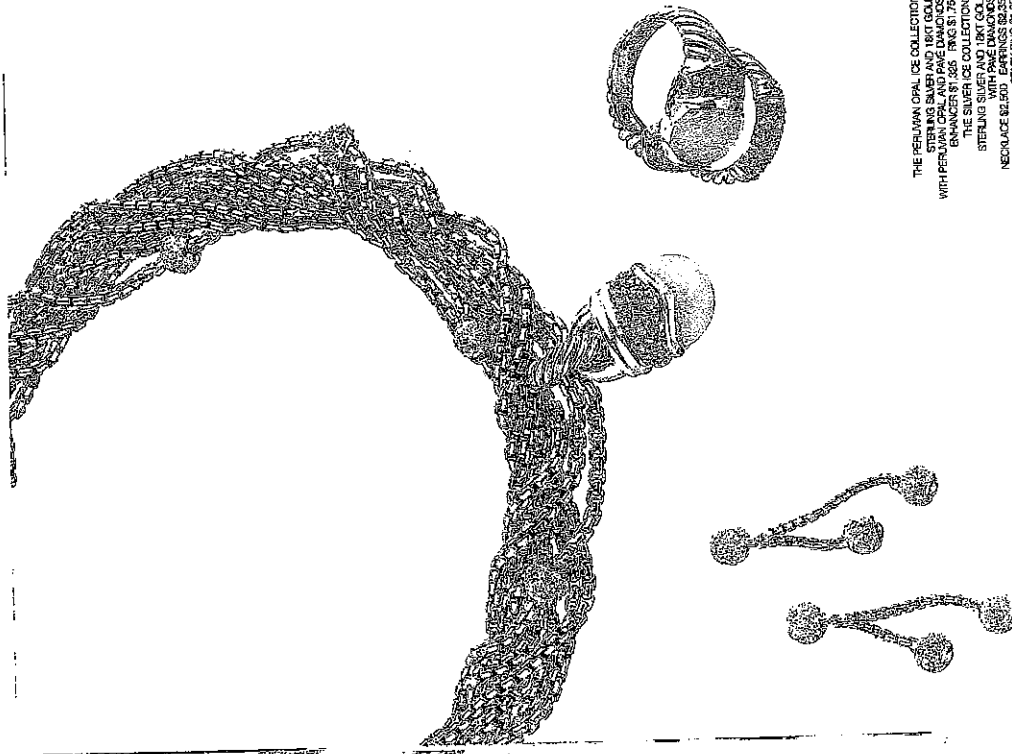


DY-0050





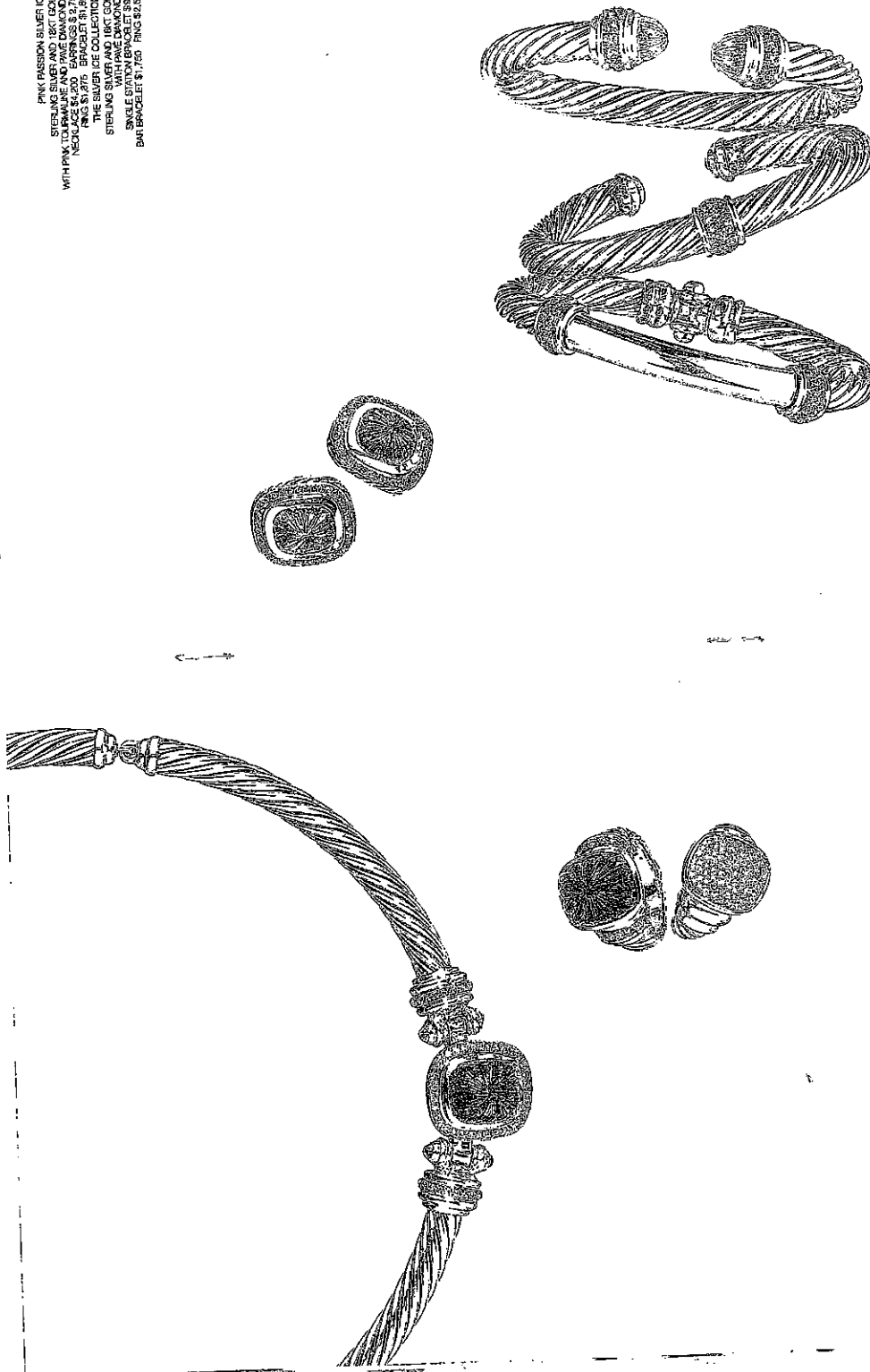
THE QUATREFOIL COLLECTION™  
STERLING SILVER AND 18KT GOLD  
WITH PEARLS  
22" CHAIN \$1,750 BRANCHET \$520  
EARRINGS \$45 LARGAT \$125



THE PERUVIAN OPAL ICE COLLECTION  
STERLING SILVER AND 18KT GOLD  
WITH PERUVIAN OPAL AND PINK DIAMONDS  
BRACELET \$1,750 RING \$1,250  
THE SILVER ICE COLLECTION™  
STERLING SILVER AND 18KT GOLD  
WITH PINK DIAMONDS  
NECKLACE \$1,750 BRACELET \$1,250  
MATCHING BRACELET AVAILABLE \$2,350

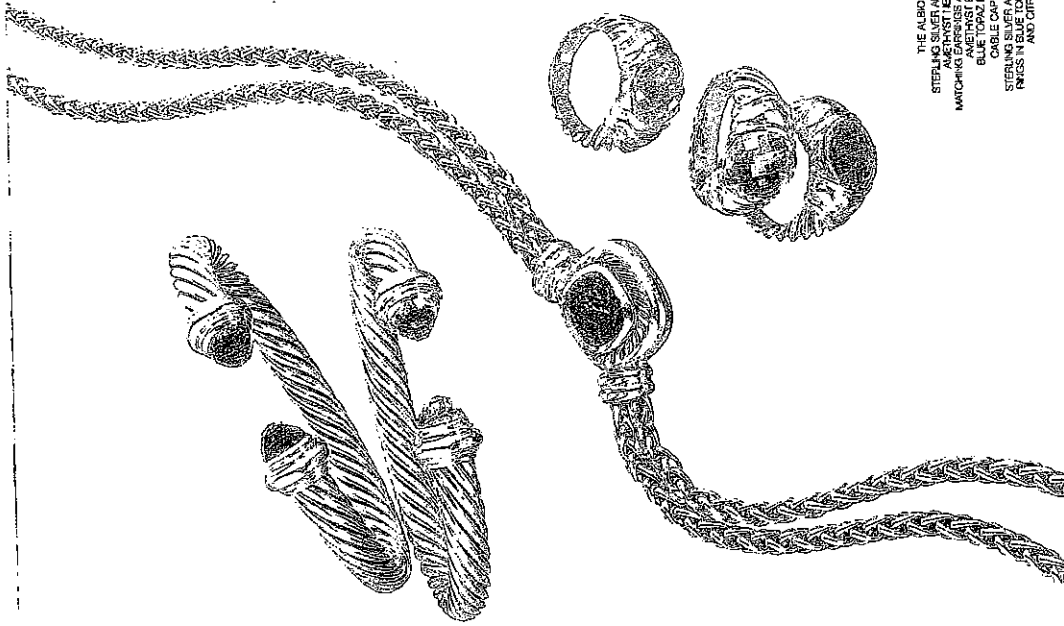
DY-0051

PINK PASSION SILVER ICE  
STERLING SILVER AND 18KT GOLD  
WITH PINK TOURMALINE AND 18KT GOLD  
NECKLACE \$2,750  
RING \$1,275 BRACELET \$1,495  
THE SILVER ICE COLLECTION  
STERLING SILVER AND 18KT GOLD  
SINGLE STATION BRACELET \$950  
BAR BRACELET \$1,750 RING \$2,500



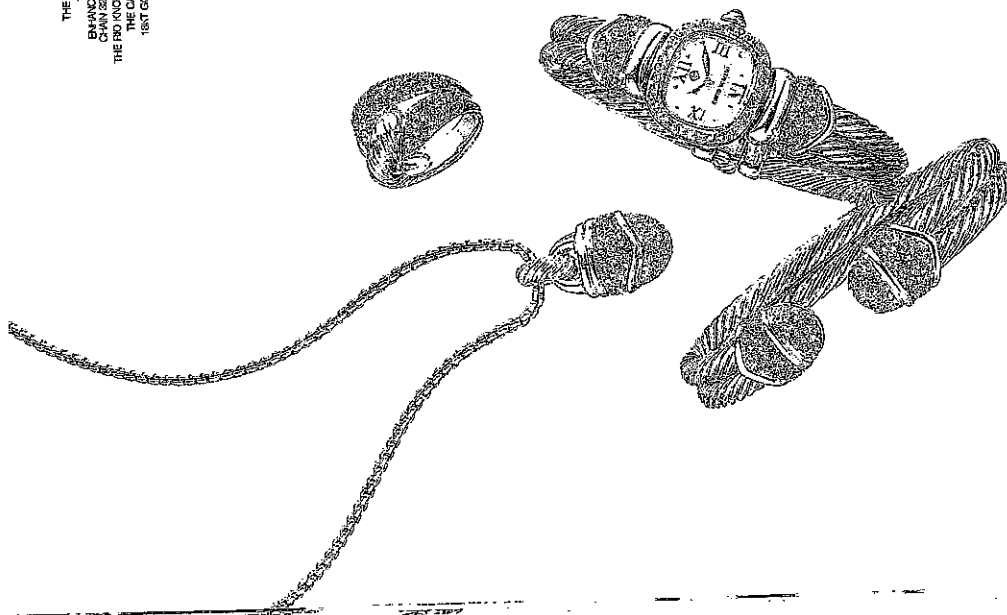
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DY-0052



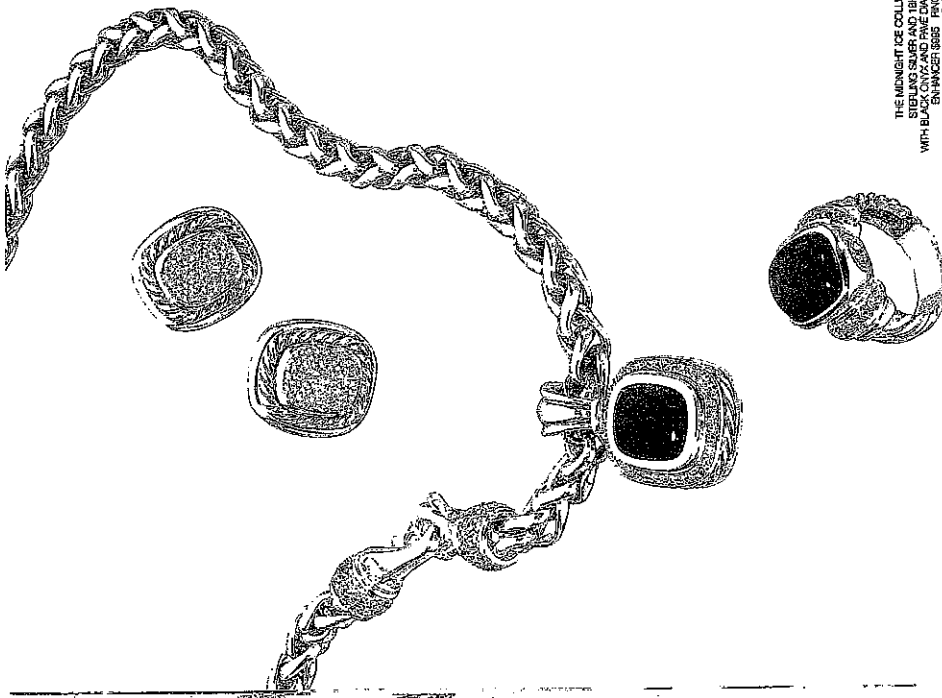
THE ALBION COLLECTION  
STERLING SILVER AND 14K GOLD  
WATCHES, RINGS, BRACELETS, AND  
MATCHING EARRINGS AVAILABLE \$895  
AMETHYST BRACELET \$490  
BLUE TOPAZ BRACELET \$490  
CITRINE BRACELET \$490  
CITRINE RING \$490  
CITRINE WATCH \$490  
STERLING SILVER AND 14K GOLD  
RINGS IN BLUE TOPAZ, AMETHYST,  
AND CITRINE \$850 EACH

THE CABLE CAPRI COLLECTION  
18KT GOLD AND 14K GOLD  
WATCHES, RINGS, BRACELETS,  
AND MATCHING EARRINGS  
CHAIN SET \$1,790 BRACELET \$8,200  
THE RHO KNOT COLLECTION RING \$4,200  
THE CABLE WATCH COLLECTION  
18KT GOLD MATCHING SET  
WITH BRACELET \$12,200



12

DY-0053



THE "MIDNIGHT ICE" COLLECTION  
STERLING SILVER AND 18KT GOLD  
WITH BLACK ONYX AND FINE DIAMONDS  
BRANCHES 925S 18K 51.575  
MATCH - 18K 51.575  
THE "MIDNIGHT ICE" COLLECTION  
STERLING SILVER AND 18KT GOLD  
WITH FINE DIAMONDS  
BRANCHES 925S 18K 51.575  
WHISKY BRACELET AVAILABLE \$2,450  
EARRINGS \$1,450

DY-0054

THIS PAGE:  
THE WOMEN'S THOROUGHbred WATCH COLLECTION"

STAINLESS STEEL, STERLING SILVER, 18K  
AND 14K GOLD WITH THE DIAL \$2,950

OPPOSITE PAGE:

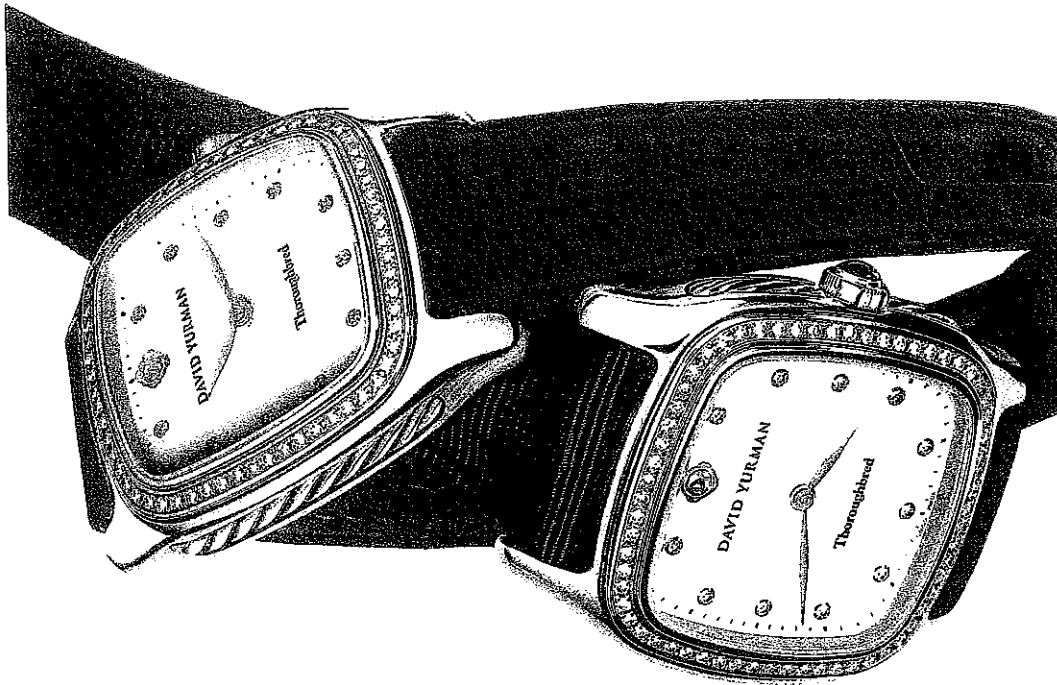
THE THOROUGHbred WATCH COLLECTION"

STAINLESS STEEL, 18K GOLD, 14K GOLD, 10K  
GOLD, 9K GOLD, 8K GOLD, 7K GOLD, 6K  
GOLD, 5K GOLD, 4K GOLD, 3K GOLD, 2K  
GOLD, 1K GOLD, 0.5K GOLD, 0.25K GOLD,  
ON RED ALLIGATOR STRAP \$3,100.

PISTACHIO DIAL WITH DIAMONDS  
ON BLACK GROSSGRAIN STRAP \$4,750

17

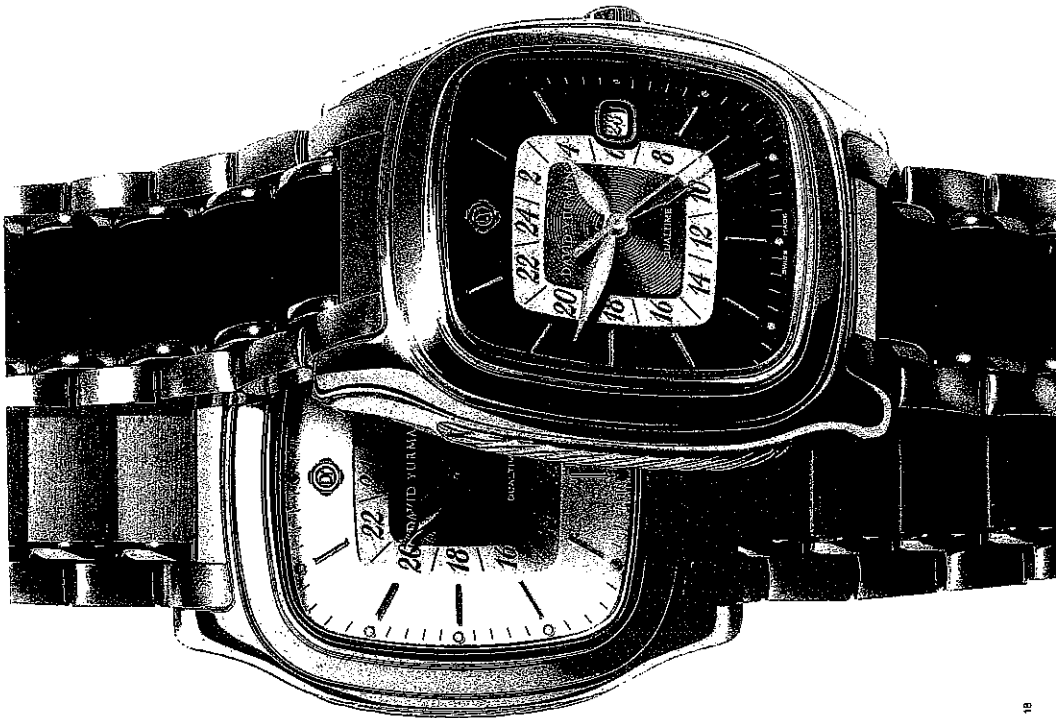
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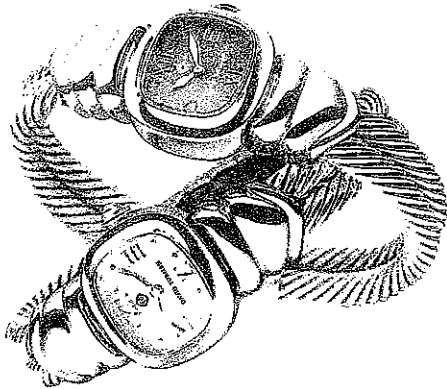
DY-0055



THE MEN'S THOROUGHBRED  
WATCHES ARE AVAILABLE  
IN STAINLESS STEEL  
AND STERLING SILVER. AUTOMATIC,  
BLUE OR WHITE DIAL. \$2,550 EACH.  
THOROUGHBRED QUALITY  
AUTOMATIC, STAINLESS STEEL, 18K  
ROSE GOLD, 14K GOLD, 10K GOLD,  
STAINLESS STEEL AND STERLING SILVER.  
BLACK DIAL ON STAINLESS STEEL,  
AND STAINLESS STEEL, 18K  
WHITE DIAL ON STAINLESS  
STEEL. \$2,700.

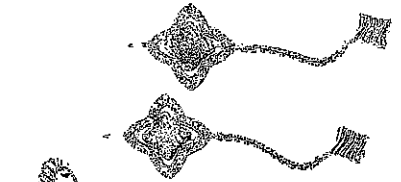
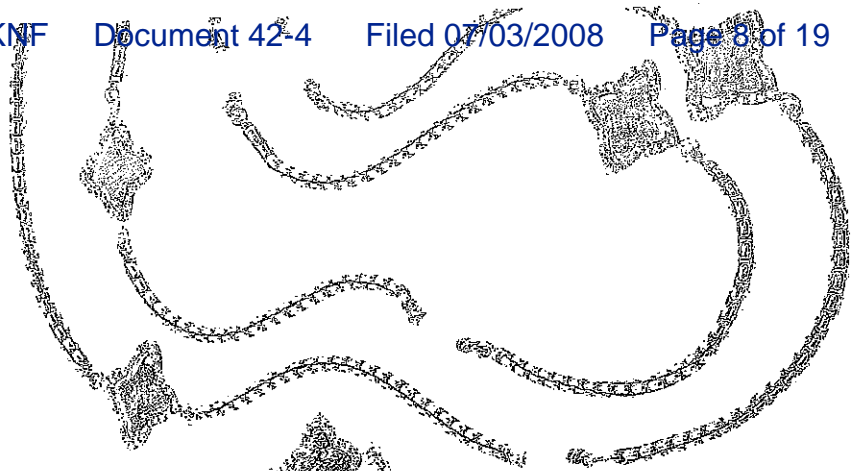
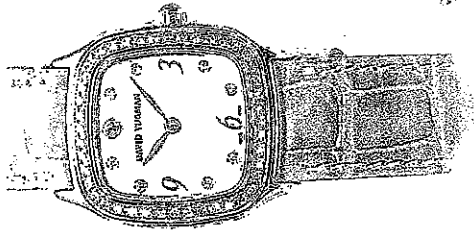


DY-0056



THE CABLE WATCH COLLECTION:  
STERLING SILVER AND 14K GOLD  
WITH BLACK OR WHITE  
DIALS. APPROX. \$1,800 EACH

DY-0057



PINK PASSION SILVER ICE, EXCLUSIVELY AT NEIMAN MARCUS.  
STERLING SILVER AND 18KT GOLD WITH PINK  
TOURMALINE AND PAVE DIAMONDS. BRACELET \$1,895.

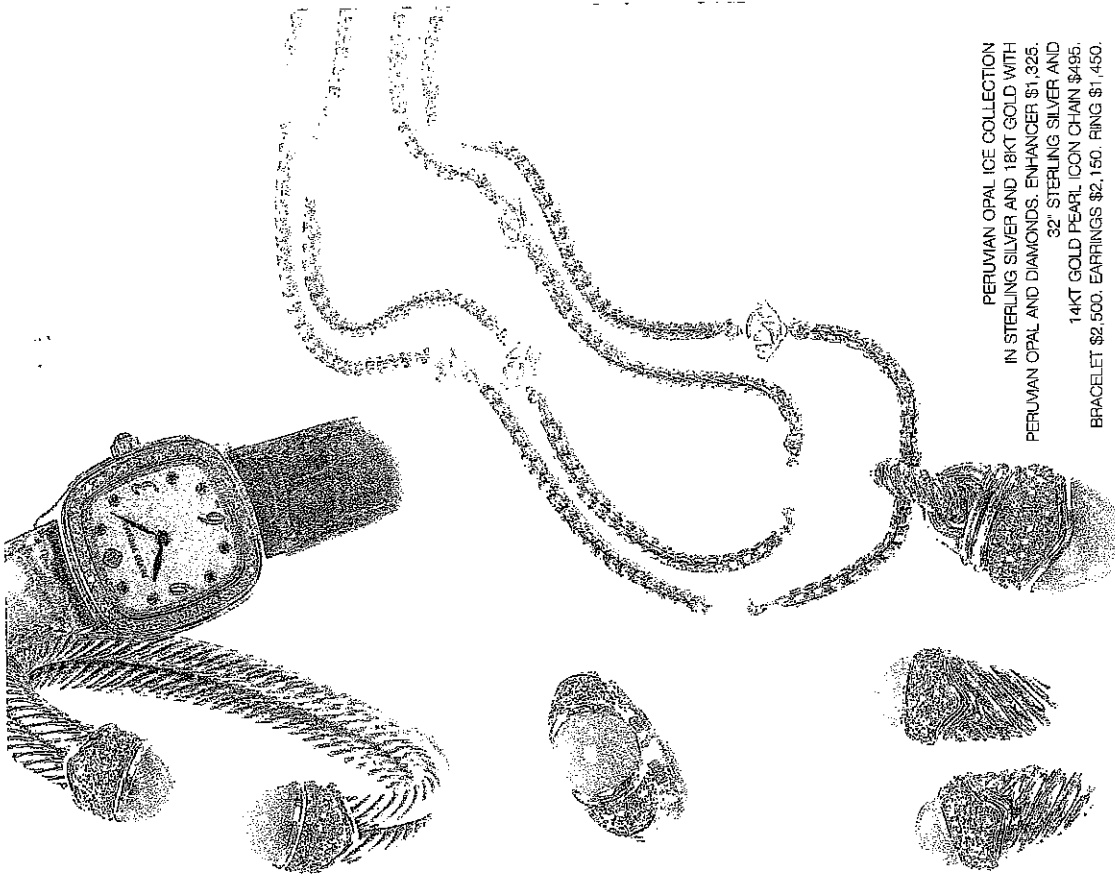
SILVER ICE COLLECTION\*  
IN STERLING SILVER WITH PAVE DIAMONDS.  
PEARL BRACELET \$1,125.  
BLUE CHALCEDONY BRACELET \$1,300.



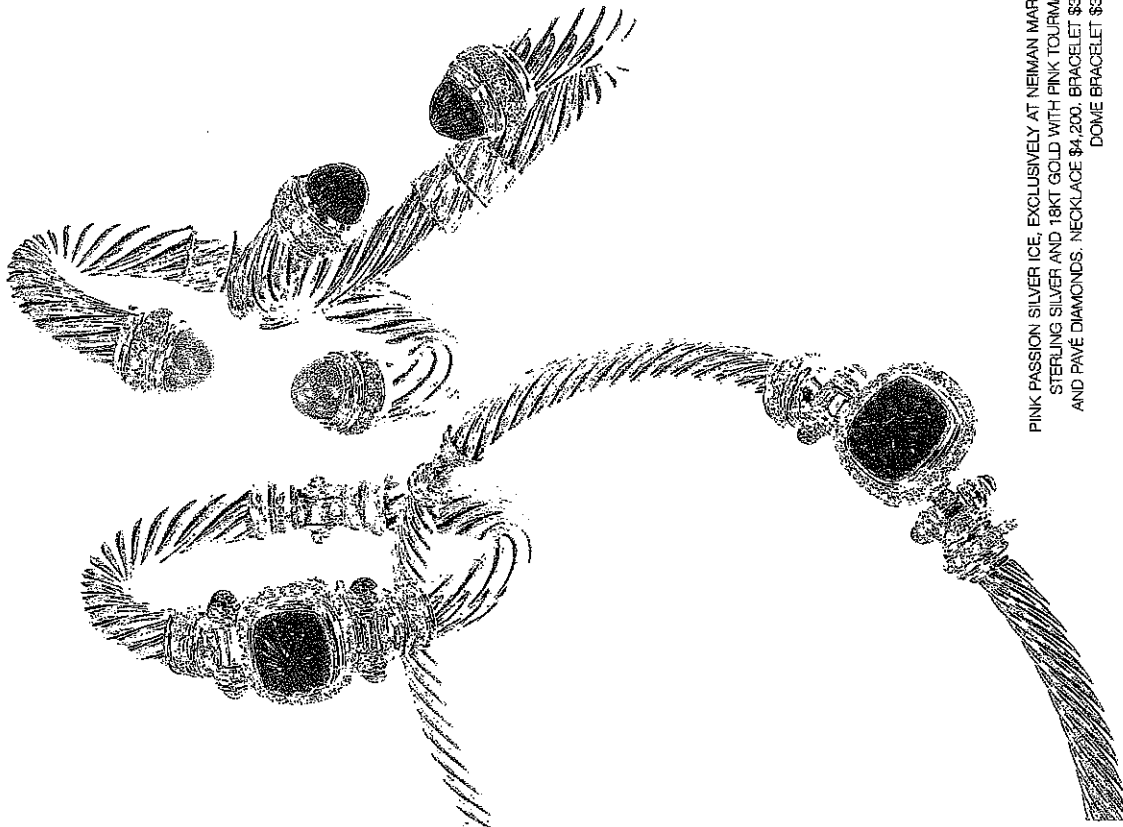
OPPOSITE PAGE WOMEN'S THOROUGHbred WATCH COLLECTION™  
IN STAINLESS STEEL AND STERLING SILVER, MOTHER-OF-PEARL DIAL WITH  
DIAMOND BEZEL AND MARKERS ON A PINK ALLIGATOR STRAP \$4,500.

PINK PASSION SILVER ICE, EXCLUSIVELY AT NEIMAN MARCUS  
IN STERLING SILVER AND 18KT GOLD WITH PINK TOURMALINE AND PAVE DIAMONDS.  
32" CHAIN WITH PEARLS \$2,300. LINKED BRACELET \$2,150. EARRINGS \$1,350. RING \$750.

DY-0071



PERUVIAN OPAL ICE COLLECTION  
IN STERLING SILVER AND 18KT GOLD WITH  
PERUVIAN OPAL AND DIAMONDS. ENHANCER \$1,325.  
32" STERLING SILVER AND  
14KT GOLD PEARL ICON CHAIN \$495.  
BRACELET \$2,500. EARRINGS \$2,150. RING \$1,450.  
WOMEN'S THOROUGHbred WATCH COLLECTION™  
IN STAINLESS STEEL AND STERLING SILVER. PISTACHIO DIAL  
WITH SAPPHIRE MARKERS AND DIAMOND BEZEL.  
ON A BLUE ALLIGATOR STRAP \$4,500.



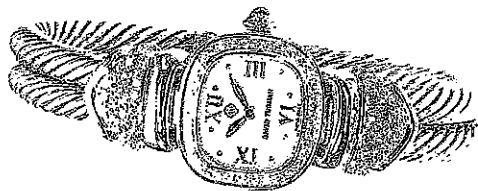
PINK PASSION SILVER ICE, EXCLUSIVELY AT NEIMAN MARCUS.  
STERLING SILVER AND 18KT GOLD WITH PINK TOURMALINE  
AND PAVÉ DIAMONDS. NECKLACE \$4,200. BRACELET \$3,985.  
DOME BRACELET \$3,250.  
SILVER ICE COLLECTION®  
STERLING SILVER BRACELET WITH BLUE CHALCEDONY  
AND DIAMONDS \$1,750.

DY-0072



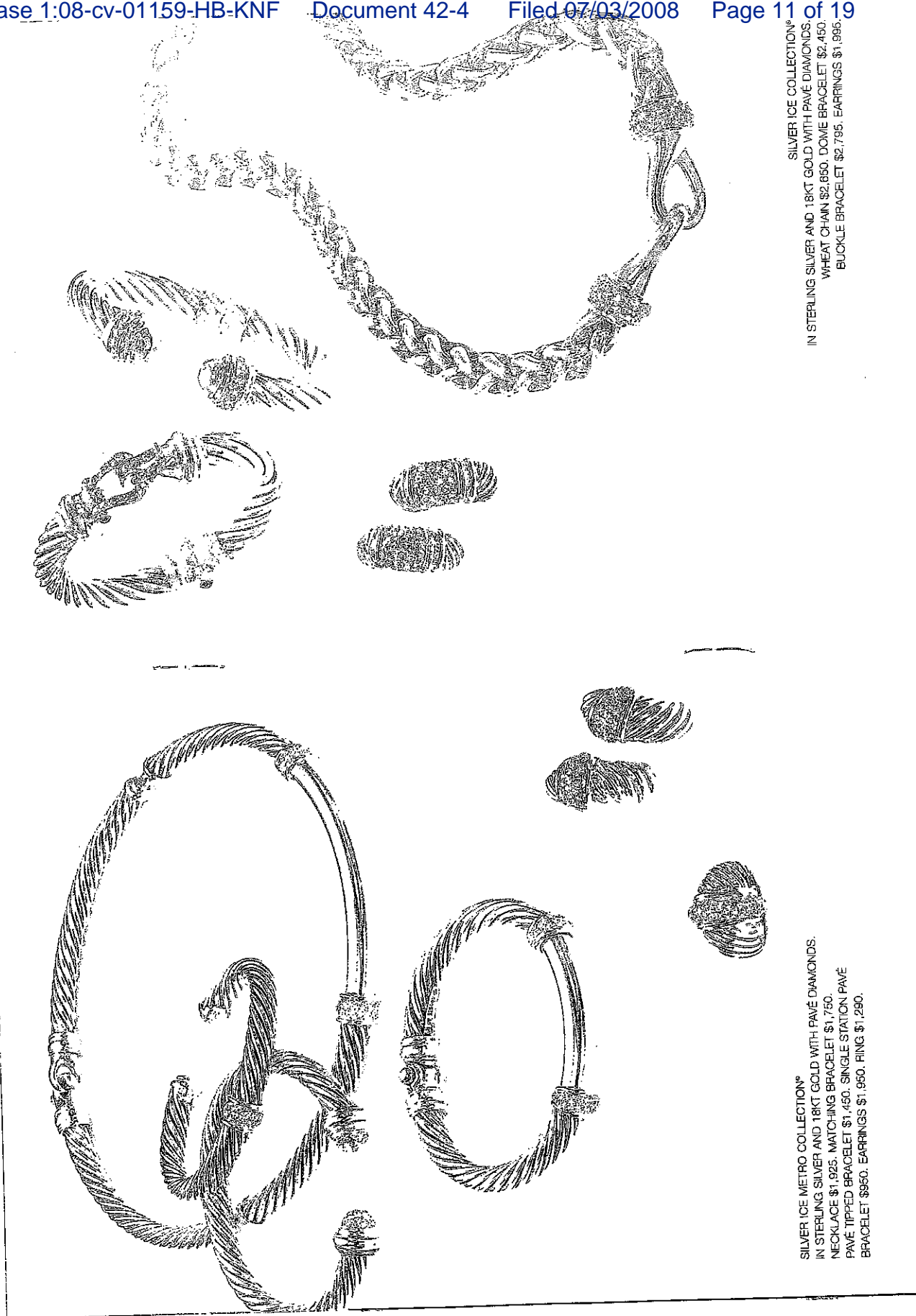
SILVER ICE COLLECTION®  
IN STERLING SILVER AND 18KT GOLD WITH PAVE DIAMONDS.  
BUCKLE NECKLACE \$2,800. BUCKLE BRACELET \$1,995.  
BUCKLE EARRINGS \$1,750.

CABLE WATCH COLLECTION  
IN STERLING SILVER AND 18KT GOLD, MOTHER-OF-PEARL  
DIAL WITH DIAMOND BEZEL \$7,250.



DY-0073

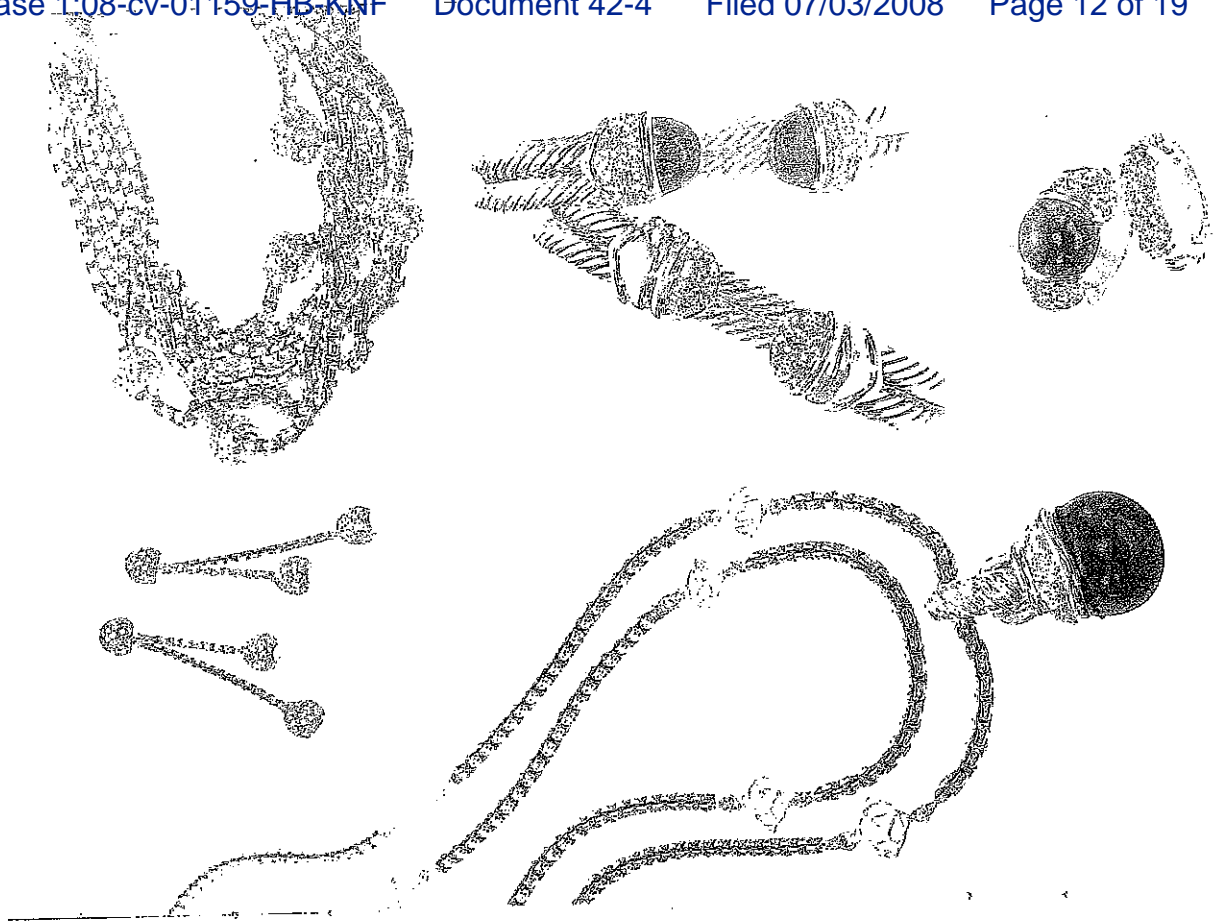




SILVER ICE COLLECTION®  
 IN STERLING SILVER AND 18KT GOLD WITH PAVE DIAMONDS.  
 WHEAT CHAIN \$2,850. DOME BRACELET \$2,450.  
 BUCKLE BRACELET \$2,795. EARRINGS \$1,995.

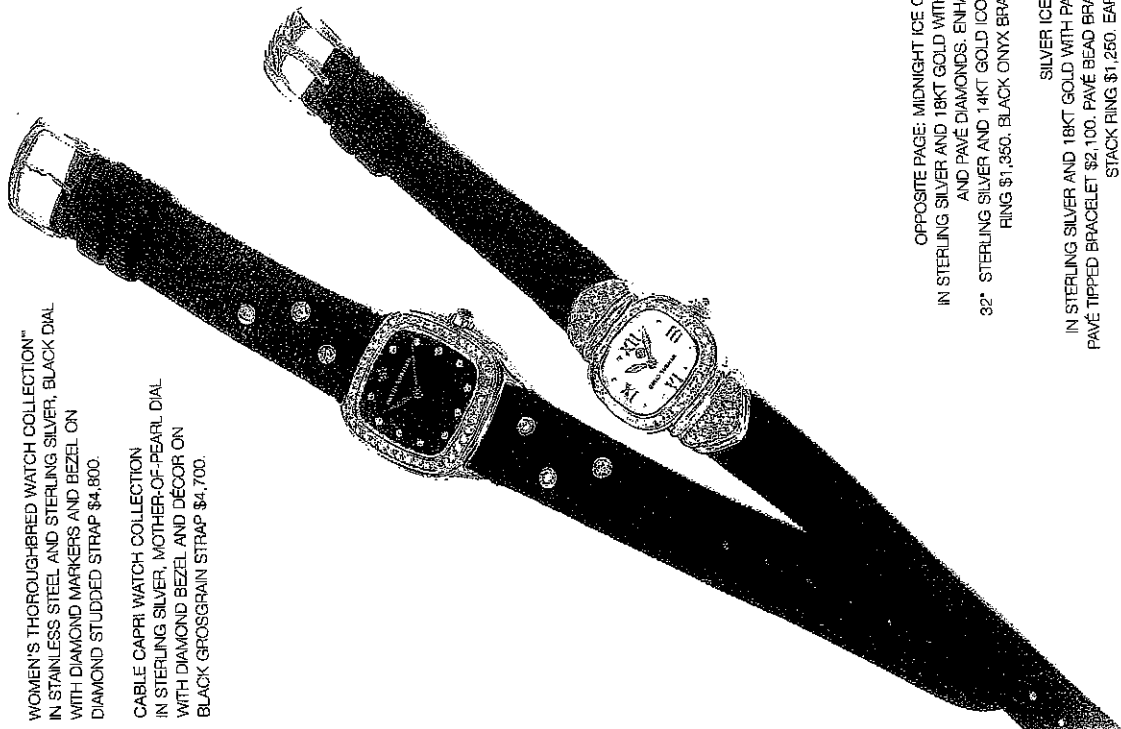
SILVER ICE METRO COLLECTION®  
 IN STERLING SILVER AND 18KT GOLD WITH PAVE DIAMONDS.  
 NECKLACE \$1,925. MATCHING BRACELET \$1,750.  
 PAVE TIPPED BRACELET \$1,450. SINGLE STATION PAVE  
 BRACELET \$950. EARRINGS \$1,950. RING \$1,290.

DY-0074



WOMEN'S THOROUGH-BRED WATCH COLLECTION™  
IN STAINLESS STEEL AND STERLING SILVER, BLACK DIAL  
WITH DIAMOND MARKERS AND BEZEL ON  
DIAMOND STUDDED STRAP \$4,800.

CABLE CAPRI WATCH COLLECTION  
IN STERLING SILVER, MOTHER-OF-PEARL DIAL  
WITH DIAMOND BEZEL AND DECOR ON  
BLACK GROS GRAIN STRAP \$4,700.



OPPOSITE PAGE: MIDNIGHT ICE COLLECTION™  
IN STERLING SILVER AND 18KT GOLD WITH BLACK ONYX  
AND PAVÉ DIAMONDS. ENHANCER \$1,100.  
32" STERLING SILVER AND 14KT GOLD ICON CHAIN \$440.  
RING \$1,350. BLACK ONYX BRACELET \$2,300.

SILVER ICE COLLECTION®  
IN STERLING SILVER AND 18KT GOLD WITH PAVÉ DIAMONDS.  
PAVÉ TIPPED BRACELET \$2,100. PAVÉ BEAD BRACELET \$2,350.  
STACK RING \$1,250. EARRINGS \$2,350.

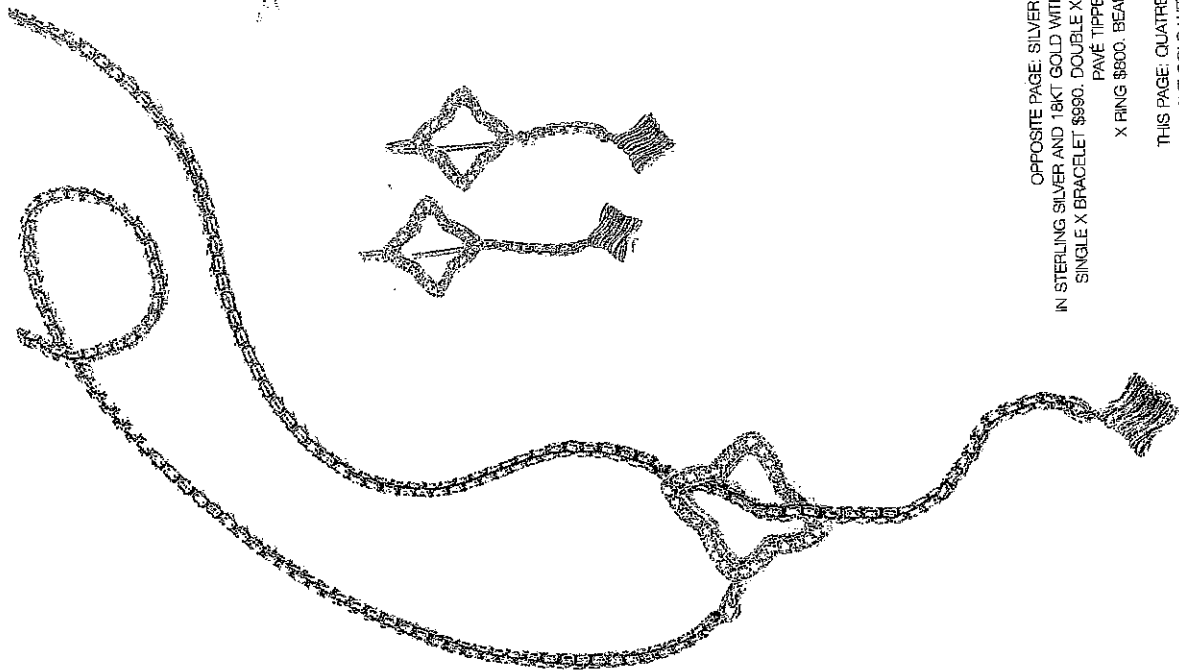
DY-0075



SILVER ICE COLLECTION®  
IN STERLING SILVER AND 18KT GOLD WITH PAVÉ DIAMONDS.  
PAVÉ BEAD NECKLACE \$750. PAVÉ CENTER NECKLACE \$925.  
MATCHING EARRINGS \$695. HOOP EARRINGS \$1,300. RING \$925.  
SINGLE STATION BRACELET \$695. DOUBLE STATION BRACELET \$1,150.  
HOOK BRACELET \$1,195. DOME BRACELET \$925.

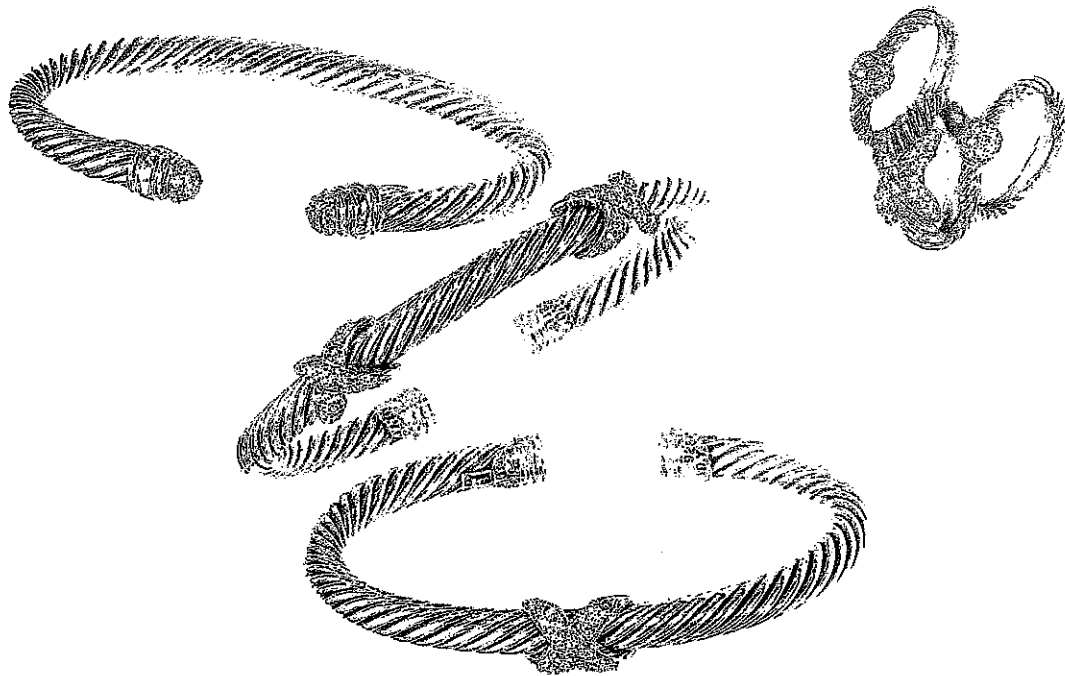


DY-0076



OPPOSITE PAGE: SILVER ICE COLLECTION®  
IN STERLING SILVER AND 18KT GOLD WITH PAVÉ DIAMONDS.  
SINGLE X BRACELET \$990. DOUBLE X BRACELET \$1,590.  
PAVÉ TIPPED BRACELET \$990.  
X RING \$800. BEAD RING \$625 EACH.

THIS PAGE: QUATREFOIL COLLECTION™  
IN STERLING SILVER AND 18KT GOLD WITH PAVÉ DIAMONDS.  
LARIAT \$745. EARRINGS \$650.



DY-0077

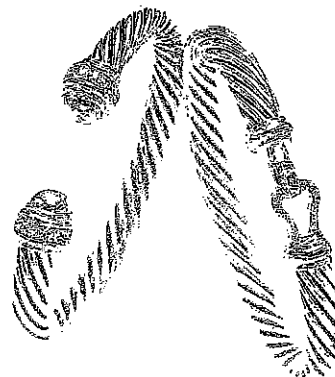


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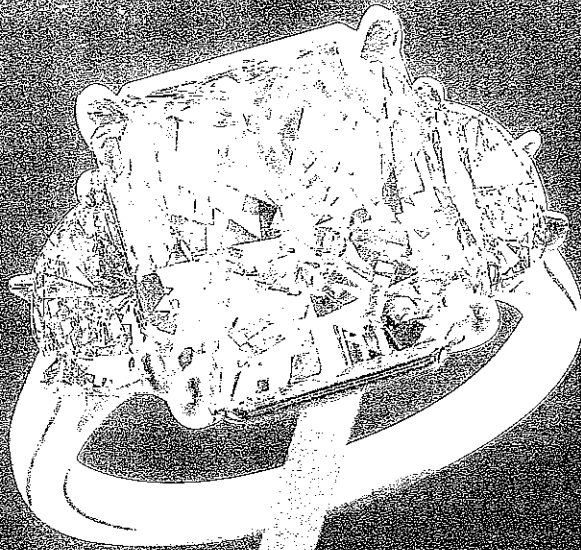
WOMEN'S THOROUGHbred WATCH COLLECTION™  
IN STAINLESS STEEL AND STERLING SILVER, PINK DIAL WITH  
PINK SAPPHIRE MARKERS ON A STEEL BRACELET \$5,200.

SILVER ICE COLLECTION®  
IN STERLING SILVER AND 18KT GOLD WITH PAVÉ DIAMONDS.  
DOME BRACELET \$1,650. BUCKLE BRACELET \$995.

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DY-0078





*LaViano*

*Fine Jewelry  
Catalogue*

DY-0106



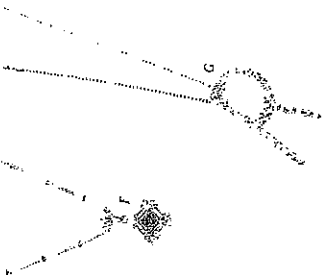
**MP** MARK PATTERSON, INC.  
Designing Manufacturers of Fine Jewelry



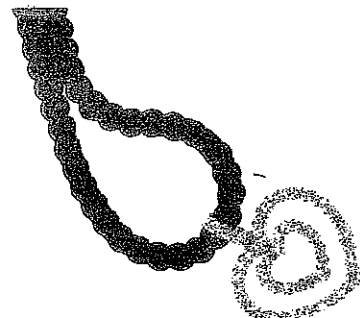
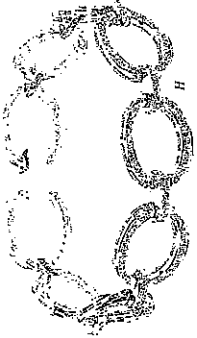
- A. 18k diamond bracelet \$15,800
- B. 18k diamond earrings \$4,200
- C. Ruby and pink sapphire pendant \$1,680
- D. Ruby, pink sapphire, and diamond earrings \$3,000
- E. 18k yellow sapphire ring \$2,100
- F. 18k ruby ring \$2,700
- G. Platinum and blue sapphire ring \$3,600
- H. Platinum and diamond ring \$4,900



*The grand essentials to happiness in this life are something to do,  
something to love and something to hope for.*  
— Joseph Addison



*Pina Limor*  
for J.R. Gold Designs

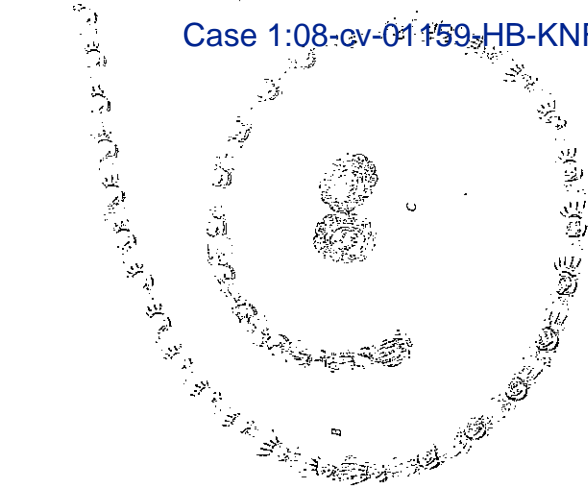


- A. Flexible bangle with 166ctw. diamonds \$5,840
- B. Flexible bangle with 2.68ctw. blue sapphires \$1,800
- C. Flexible bangle with 1.66ctw. diamonds \$3,840
- D. Pavé hoop earrings with 2.72ctw. diamonds \$5,600
- E. Earrings with 0.48ctw. diamonds and 0.33ctw. sapphires \$1,680
- F. Necklace with 0.37ctw. diamonds and 0.32ctw. sapphires \$1,530

- G. Necklace with 0.41ctw. diamonds and white gold "R" initial \$1,150 (other initials available)
- H. Bracelet with 180ctw. diamonds \$2,880
- I. Heart pendant with 1.74ctw. sapphires and 0.74ctw. diamonds on royal blue silk cord \$2,450
- J. Heart pendant with 1.92ctw. diamonds on black silk cord \$3,270

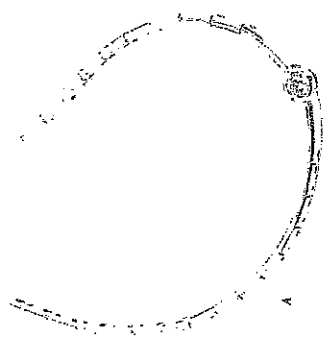
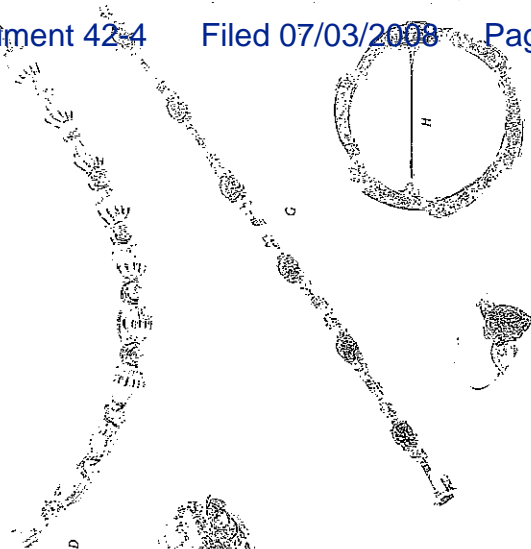
All items shown are crafted in 18k white gold

DY-0107



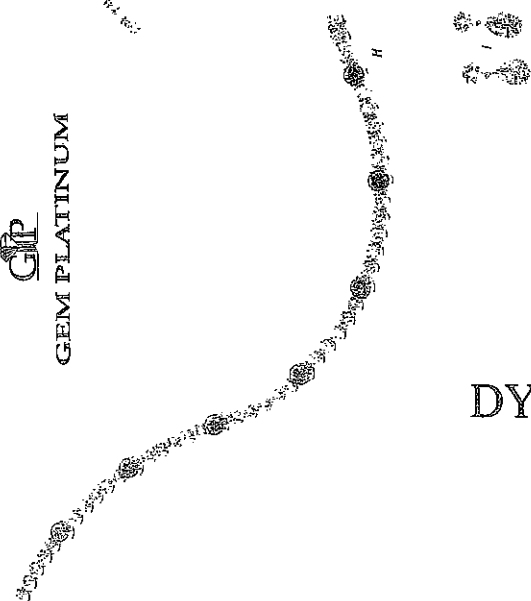
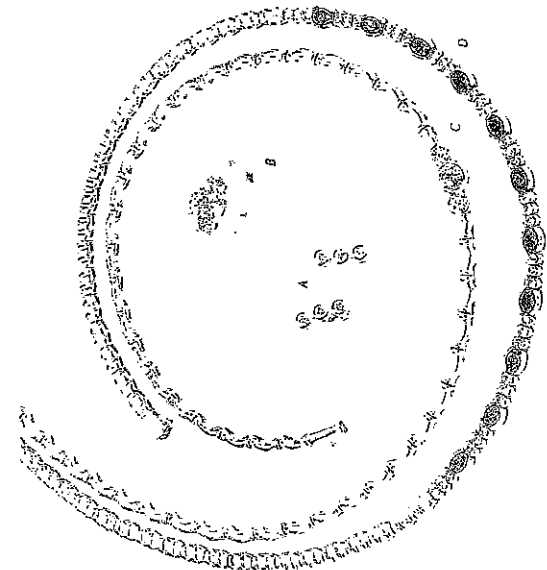
**GIP**  
**GEM PLATINUM**

- A. Platinum and diamond necklace \$9,840  
 B. 18K two-tone gold and diamond necklace \$6,650  
 C. Natural fancy yellow diamond earrings in 18K two-tone gold \$8,640  
 D. 18K two-tone gold and diamond bracelet \$4,800  
 E. 18K yellow gold and diamond earrings \$2,160  
 F. 18K yellow gold and platinum ring with fancy intense yellow diamonds \$66,000  
 G. 18K white gold, sapphire, and diamond bracelet \$5,040  
 H. Platinum and diamond pin \$6,000  
 I. Platinum and 18K yellow gold ring with extra fine emerald \$39,000  
 J. 18K yellow gold, diamond, and cabachon ruby ring \$6,370  
 K. 18K yellow gold, diamond, and ruby pendant \$5,760



- A. 18K white gold diamond earrings \$1,176  
 B. Platinum and diamond ring \$28,600  
 C. 18K white gold diamond necklace \$7,720  
 D. 18K white gold diamond and sapphire necklace \$9,620  
 E. Platinum and diamond wedding ring \$10,400  
 F. 18K white gold diamond earrings \$3,880  
 G. 18K white gold diamond necklace \$4,970  
 H. 18K white gold diamond and sapphire bracelet \$11,550  
 I. Platinum and diamond earrings \$20,880

**GIP**  
**GEM PLATINUM**



DY-0108

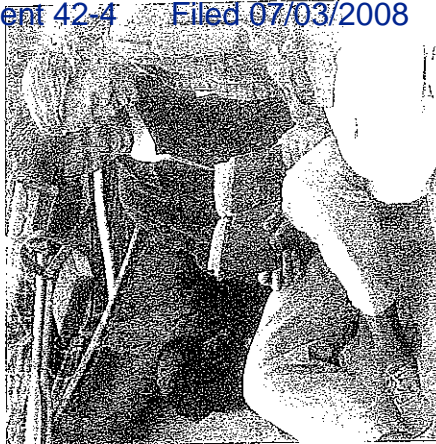
# MÉMOIRE

PARIS

- A. Platinum and diamond ring 1.55ctw. \$8,800  
 B. Platinum and diamond bracelet 8.66ctw. \$25,500  
 C. Platinum and diamond ring 0.35ctw. \$2,880  
 D. Platinum and diamond ring 1.74ctw. \$8,400  
 E. Platinum and diamond ring 2.75ctw. \$27,700

## Christopher Designs

- F. Platinum and diamond ring 0.90ctw. \$7,000  
 G. 18K white gold and diamond earrings 1.07ctw. \$3,800  
 H. 18K white gold and diamond earrings 1.11ctw. \$3,650  
 I. Platinum and diamond ring 1.87ctw. \$5,200  
 J. 18K white gold and diamond ring 1.09ctw. \$3,250  
 K. 14K white gold and diamond ring 0.88ctw. \$2,900



A multitude of small delights constitute happiness.  
 — Charles Baudelaire

- A. 18K 5 stone diamond band 1.00ctw.  
 B. 18K ideal cut 7 stone diamond band 1.00ctw.  
 C. 18K ideal cut 5 stone diamond band 0.75ctw.  
 D/E. Full round diamond eternity bands shown in platinum and 18K white and yellow gold  
 F. Platinum 4 stone .80 ctw. diamond semi-mount (center stone not included)  
 G. Platinum 7 stone 1.00 ct. t.w. diamond band  
 H. Platinum 7 stone 1.00 ct. t.w. diamond band  
 I. Platinum diamond bracelet 2.97 ctw.  
 J. Platinum diamond earrings 1.72ctw.

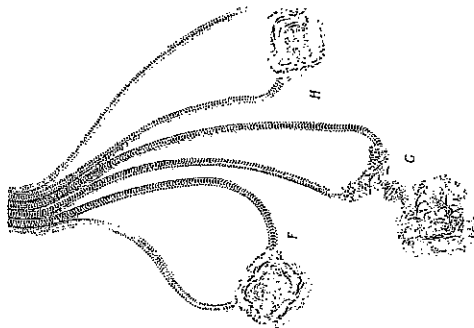
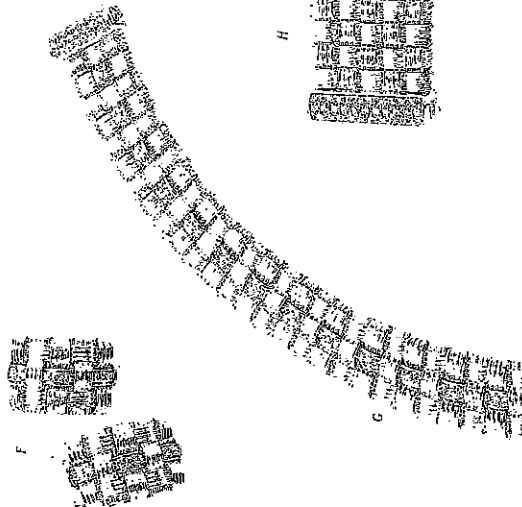
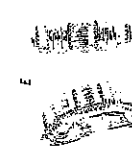
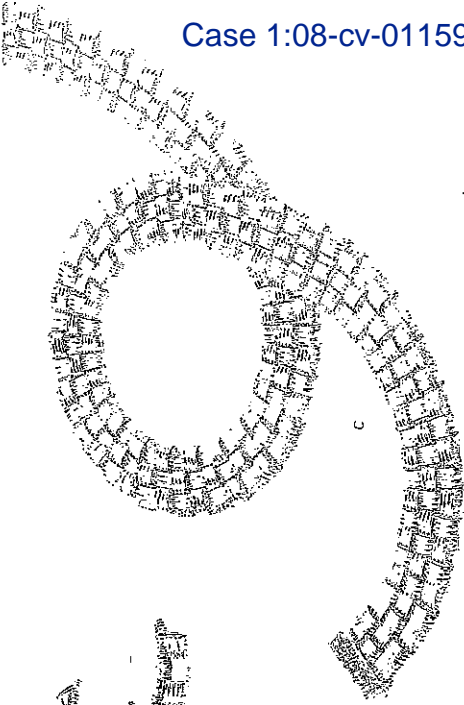
- K. Platinum eternity band 1.00 ctw. gold sapphires  
 L. Platinum eternity band 1.00 ctw. blue sapphires  
 M. Platinum eternity band 1.00 ctw. diamonds  
 N. Platinum eternity band 1.00 ctw. pink sapphires  
 O. Platinum princess cut diamond band 1.00ctw.  
 P. Platinum 5 stone diamond ring 1.25ctw.  
 Q. Platinum eternity band 1.00 ctw. diamonds  
 R. Platinum eternity bracelet 10.00 ctw.  
 S. Platinum eternity bracelet 5.00 ctw.  
 T. Platinum eternity bracelet 3.00 ctw.

Prices vary according to diamond size, quality and ring size.  
 Please call.

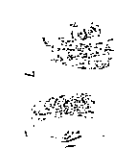
DY-0109

**ROBERTO COIN**  
REGOLAMENTO ITALIANO DI PROTEZIONE*Appassionata Collection*

- A. Single row two-tone band \$700
  - B. Single row yellow gold band \$450
  - C. Triple row necklace with white gold pavé clasp \$6,920
  - D. Single row two-tone earrings \$790
  - E. Single row gold large earrings with diamond stripe .28ctw. \$2,250
  - G. Triple row two-tone bracelet with pavé clasp \$6,715
  - H. 18K yellow gold 5-row bracelet with diamond clasp .37ctw. \$5,840
- Matching necklace available .37ctw. \$12,100

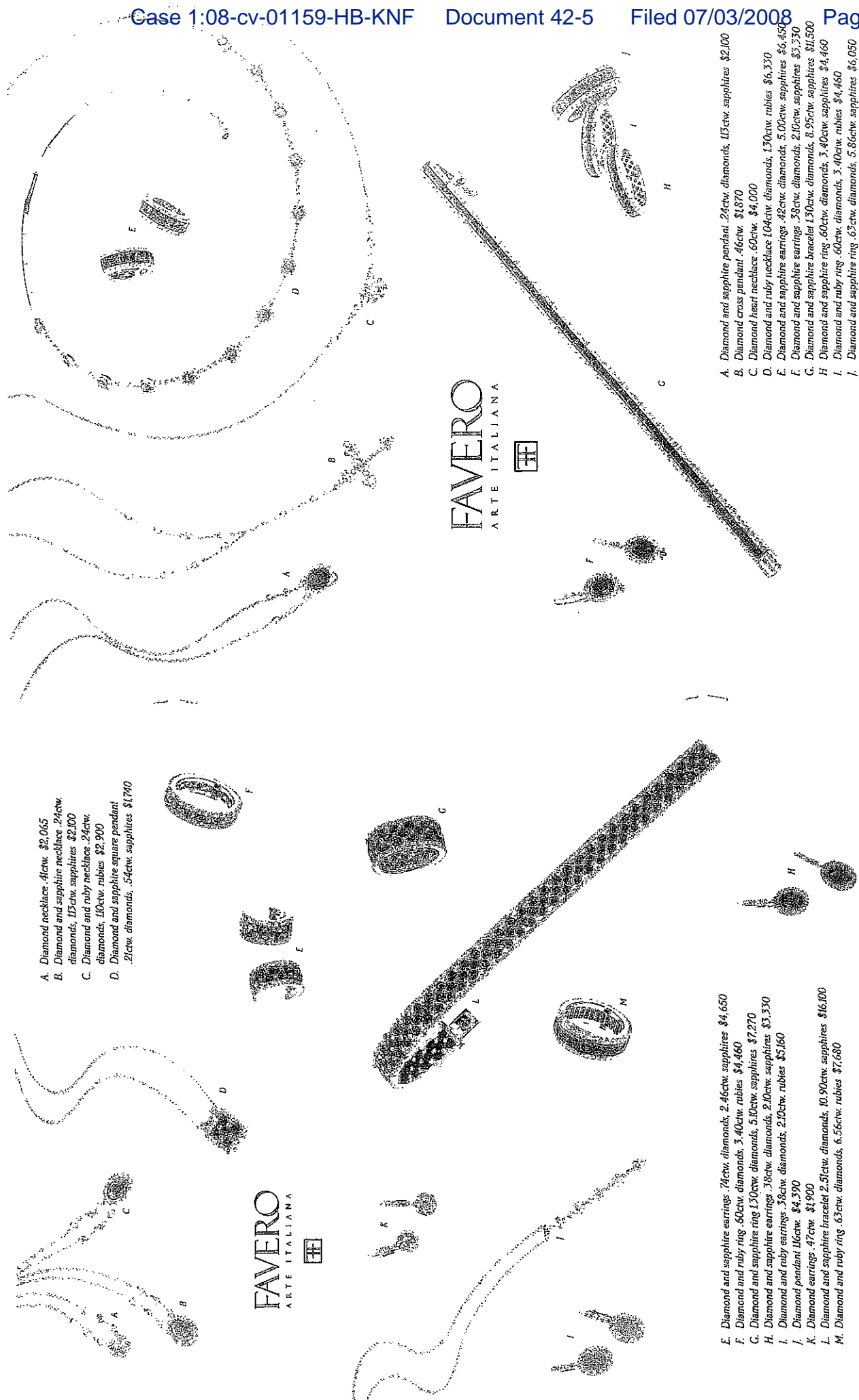
**SEIDENCANG**

- 18K yellow gold with diamonds
- A. Odyssey earring \$2,400
  - B. Tube necklace \$4,880
  - C. Odyssey side \$2,500
  - D. Laurel engraved band \$3,790
  - E. Odyssey bracelet \$8,400
  - F. White gold diamond necklace \$1,670
  - G. Rose gold diamond necklace \$2,380
  - H. Yellow gold diamond necklace \$1,670
  - I. Laurel engraved ring \$1,850
  - J. Laurel lattice ring \$5,760
  - K. Laurel engraved ring \$2,350
  - L. Laurel engraved double hoop earring \$3,580
  - M. Laurel engraved three-band ring \$3,700



DY-0110





- A. Diamond necklace .41ctw. \$2,065  
 B. Diamond and sapphire necklace .24ctw. diamonds, 15ctw. sapphires \$2,100  
 C. Diamond and ruby necklace .24ctw. diamonds, 10ctw. rubies \$2,900  
 D. Diamond and sapphire square pendant .21ctw. diamonds, .54ctw. sapphires \$1,740

- A. Diamond and sapphire pendant .24ctw. diamonds, 13ctw. sapphires \$2,100  
 B. Diamond cross pendant .46ctw. \$1,870  
 C. Diamond heart necklace .60ctw. \$4,000  
 D. Diamond and ruby necklace 104ctw. diamonds, 130ctw. rubies \$6,330  
 E. Diamond and sapphire earrings .42ctw. diamonds, 5.00ctw. sapphires \$6,450  
 F. Diamond and sapphire earrings .29ctw. diamonds, 2.10ctw. sapphires \$3,330  
 G. Diamond and sapphire bracelet 130ctw. diamonds, 8.95ctw. sapphires \$11,500  
 H. Diamond and sapphire ring .60ctw. diamonds, 3.40ctw. sapphires \$4,460  
 I. Diamond and ruby ring .60ctw. diamonds, 3.40ctw. rubies \$4,460  
 J. Diamond and sapphire ring .63ctw. diamonds, 5.86ctw. sapphires \$6,050

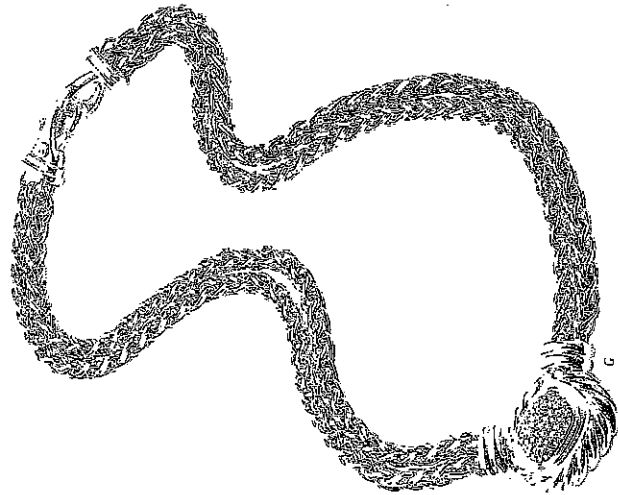
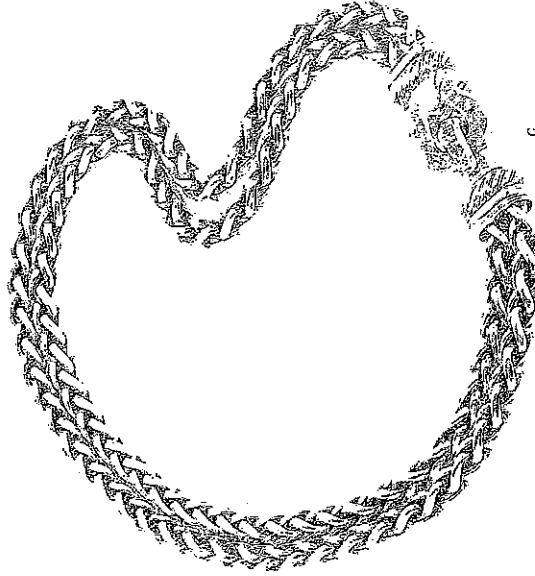
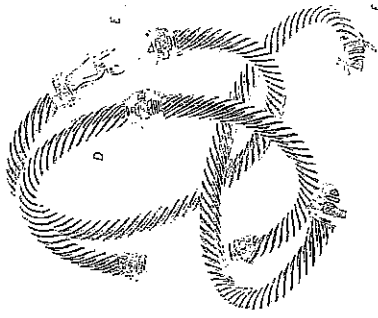
- E. Diamond and sapphire earrings .74ctw. diamonds, 2.46ctw. sapphires \$4,650  
 F. Diamond and ruby ring .60ctw. diamonds, 3.40ctw. rubies \$4,460  
 G. Diamond and sapphire ring 130ctw. diamonds, 5.10ctw. sapphires \$7,270  
 H. Diamond and sapphire earrings .38ctw. diamonds, 2.10ctw. sapphires \$3,330  
 I. Diamond and ruby earrings .38ctw. diamonds, 2.10ctw. rubies \$5,160  
 J. Diamond pendant .16ctw. \$4,390  
 K. Diamond earrings .47ctw. \$1,900  
 L. Diamond and sapphire bracelet 2.51ctw. diamonds, 10.90ctw. sapphires \$16,100  
 M. Diamond and ruby ring .63ctw. diamonds, 6.56ctw. rubies \$7,680

DY-0111

# DAVID YURMAN

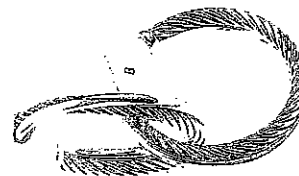
The Silver Ice Collections® in sterling silver and 18k gold with pavé diamonds.

- A. Stack ring \$1250
- B. Buckle ring \$995
- C. Dome ring \$1290
- D. Single station bracelet \$695
- E. Buckle bracelet \$1195
- F. Dome bracelet \$925
- G. Double chain necklace \$2,800
- H. Double chain bracelet \$1985
- I. Earrings \$2,800



Albion Collection  
in 18k gold and diamonds

- G. Necklace \$6,500
- H. Earrings \$2,750



# DAVID YURMAN

Crossover Collection  
in sterling silver and 14k gold

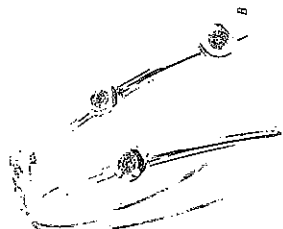
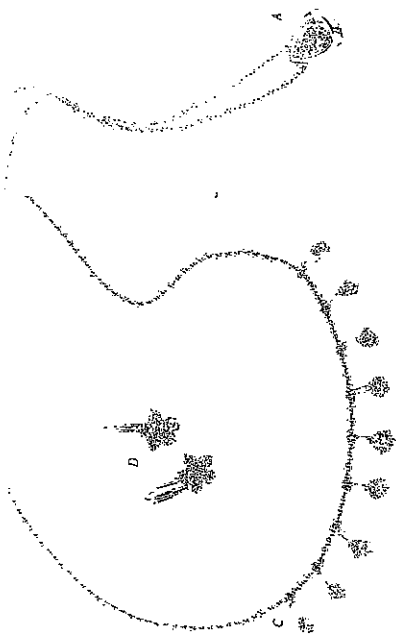
- A. Necklace \$775
- B. Earrings in small \$325 medium \$375 large \$425
- C. Linked bracelet \$495
- D. Cuff bracelet \$425
- E. 18k ring \$550
- F. Ring \$325



DY-0112

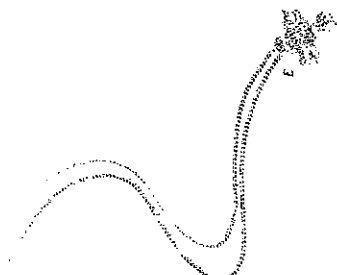
**Pe Jay Creations**

- A. 18K white gold "Exon" bracelet with 1 round diamond. 0.10ct. \$860
- B. 18K white gold "Exon" bracelet with 3 round diamonds 0.30ctw. \$1,375
- C. 18K white gold necklace with 9 round diamonds 0.93ctw. \$3,225
- D. 18K white gold earrings with 12 round diamonds 0.75ctw. \$1,840
- E. 18K white gold cross with 6 round diamonds 0.75ctw. \$2,225



- F. Platinum mounting with 10 baguette diamonds 0.65ctw. \$3,670\*
- G. Platinum wedding band with 12 baguette diamonds 0.90ctw. \$3,800
- H. Platinum mounting with 2 round diamonds 1.50ctw. \$11,600\*
- I. Platinum wedding band with 3 round diamonds 1.60ctw. \$12,700
- J. 18K White gold bracelet with 85 round diamonds 1.25ctw. \$5,380
- K. Platinum eternity band with 14 round diamonds 5.60ctw. \$26,000
- L. Platinum wedding band with 5 round diamonds .75ctw. \$3,020

\* Price does not include center stone



- A. Chubby Bezel 18K pear shaped diamond pendant. \$9,950
- B. Chubby Bezel 18K diamond pavé and a center round diamond ring. \$5,750
- C. Chubby Bezel 18K drop diamond earrings. \$5,395
- D. Chubby Bezel 18K heart shaped diamond pendant. \$3,125
- E. Chubby Bezel 18K round diamond and pavé earrings. \$5,995
- F. Chubby Bezel 18K diamond earring studs. \$1,775
- G. Chubby Bezel 18K Mandarin garnet and diamond ring. \$3,595
- H. Chubby Bezel 18K diamond pavé and aquamarine ring. \$6,575

Chubby Bezel™  
Prices vary with diamond size and quality



We do not remember days, we remember moments.  
— Cesar Paves

DY-0113

leslie & penny  
for  
PENNY PREVILLE

leslie & penny  
for  
PENNY PREVILLE

- A. 18K 35ctw diamond open pavé oval French wire earring \$1,350  
B. 18K 48ctw diamond open pavé oval with eyeglass set diamonds \$1,790  
C. 18K 60ctw diamond channel set with twist cuff earring \$1,890  
D. 18K white gold .95ctw diamond pavé hoop \$1,900

- E. 18K white gold 2.30ctw. round & square diamond drop necklace \$4,990  
F. 18K white gold .22ctw. three stone diamond bezel drop necklace \$1,050  
G. 18K white gold .36ctw. three stone diamond bezel drop earring \$1,390  
H. 18K white gold .20ctw. round & square bezel twist bangle \$2,490  
I. 18K white gold .47ctw. round & square diamond bangle \$3,390  
J. 18K white gold .20ctw. round bezel twist bangle \$2,470

- A. 18K White 162 ct. diamond broiled drop earrings \$1,160  
B. 18K white .60ct. diamond flower earrings with bezel set diamond \$1,575  
C. 18K White 60 ct. diamond flower necklace with bezel set diamonds on a chain \$1,775

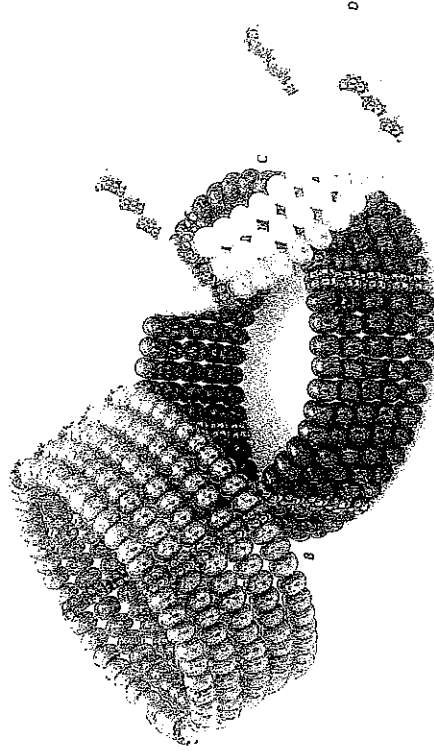
- D. 18K White 1129 ct. diamond petal necklace with diamond broillette drop \$3,940  
E. 18K White 190 ct. diamond round bezel bracelet \$5,005  
F. 18K White 103 ct. diamond round and square link necklace \$5,970  
G. 18K White .60 ct. diamond channel set diamond cuff earring \$1,950  
H. 18K White .88 ct. diamond pavé bangle bracelet \$3,950  
I. 18K White 1.04 diamond box set bangle \$4,690

DY-0114



# HONORA

A. Sterling silver freshwater cultured pearls and clear quartz adjustable necklace \$150



B. Sterling silver 5 row grey freshwater cultured pearl stretch bracelet \$150  
 C. Sterling silver 5 row black freshwater cultured pearl stretch bracelet \$150  
 D. Sterling silver 3 row freshwater cultured pearl bracelet \$90  
 E. Sterling silver 3 row plum freshwater cultured pearl stretch bracelet \$90



## HIDALGO

18K gold, enamel, and diamond collection

Prices starting at \$295

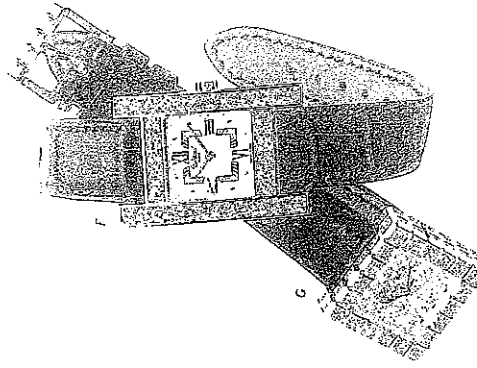


DY-0115

*Chopard*  
GENEVE

Happy Diamond Collection  
18k white and yellow gold with floating diamonds

- A. Happy Diamond necklace \$5,550
- B. Happy Diamond ring \$4,500
- C. Happy Diamond round ring \$2,990
- D. Ladies' Deco with mother of pearl and diamond dial \$10,550
- E. Yellow gold "Happy Diamond" earrings \$4,600
- F. 18 K white gold "H" watch with blue crocodile strap \$13,450
- G. 18 K white gold "Ice Cube" with black crocodile strap \$18,300
- H. LOVE ring \$2,750



...for those who love, time is not.  
- Harry Van Dyke



*OWC*

Old World Chain

- A. Yellow gold Jupiter heart bracelet \$1,760
- B. White gold and diamond heart bracelet \$3,840
- C. Yellow gold and yellow sapphire bracelet \$3,840



- D. 18k Yellow gold and brown diamond ring \$4,080
- E. 18k White gold and yellow sapphire ring \$3,120
- F. 18k White gold diamond ring \$4,800
- G. Yellow and white gold diamond bracelet \$7,400
- H. Yellow gold classic rolo with diamond clasp \$2,160
- I. White gold classic rolo with diamond clasp \$2,160

DY-0116

*Courage is the ladder on which all  
other virtues mount.*  
— Clare Booth Luce

Large Flag Pin Platinum, sapphire, diamond and ruby \$15,600  
Small Flag Pin Platinum, sapphire, diamond and ruby \$4,500

Merchandise may be enlarged to show detail. Prices subject to change without notice. Not responsible for typographical errors.

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*Since 1963*

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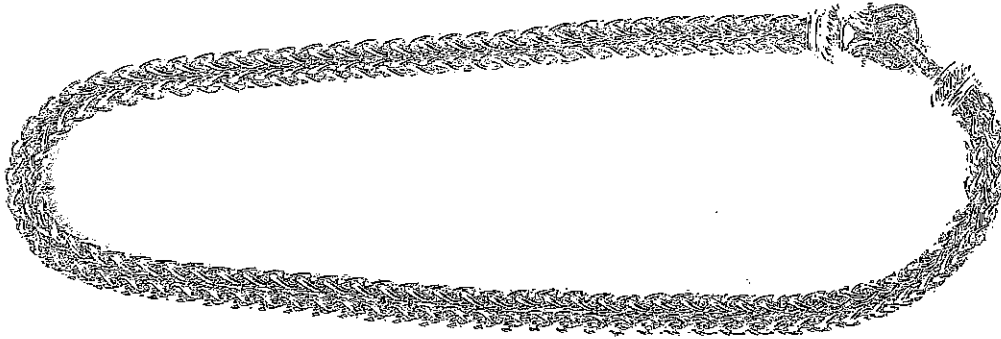
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Saturday 9:30 - 5pm

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DY-01117

bloomington

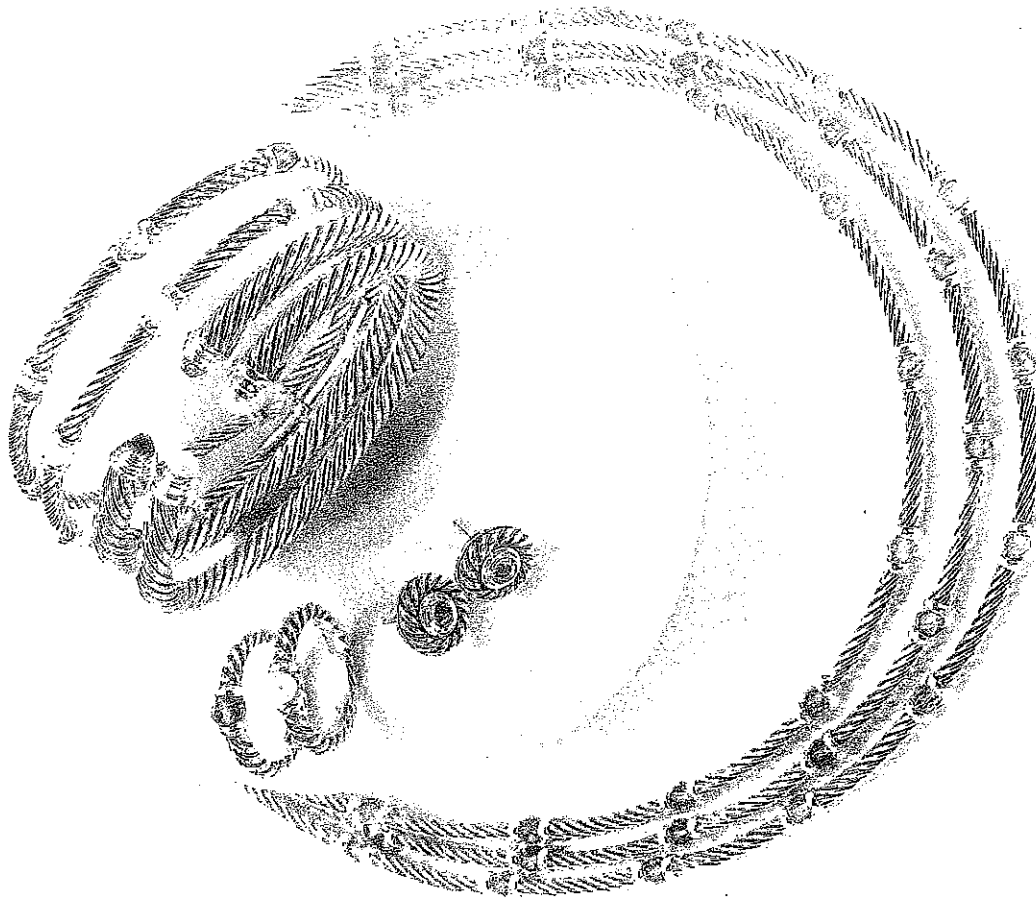
WHERE THE BEST GIFTS COME TRUE



OUR EXQUISITE FINE JEWELRY COLLECTION

DY-0118



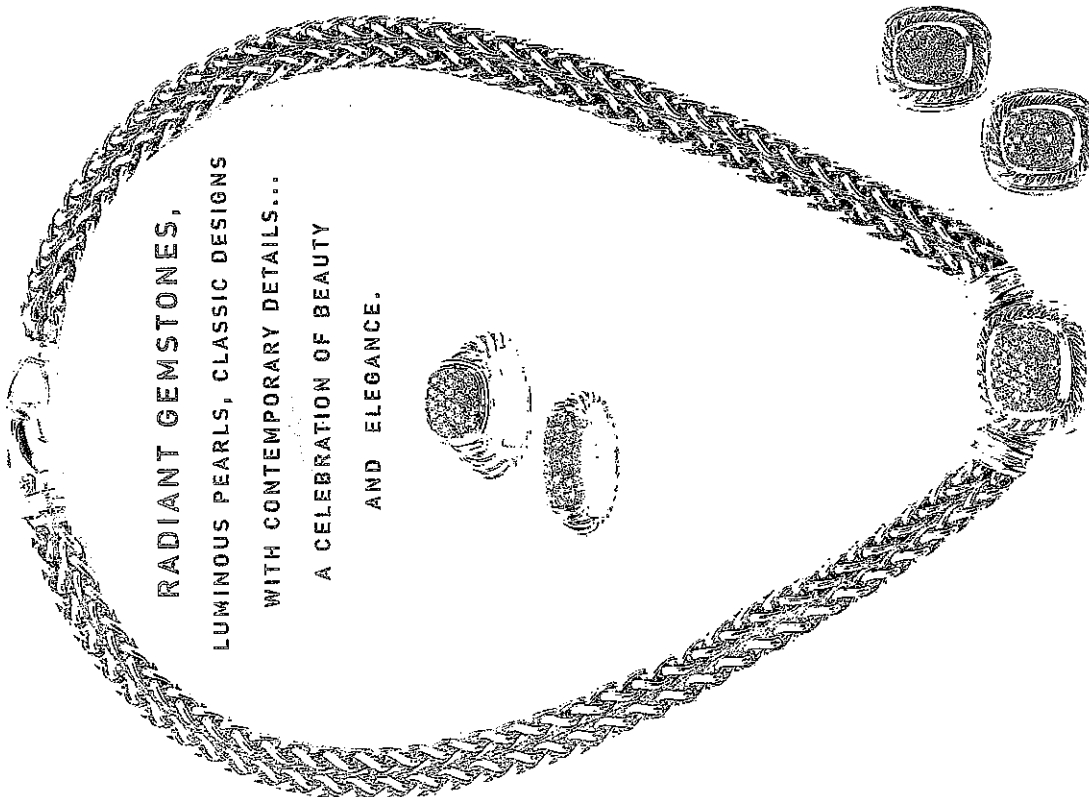


**David Yurman**

THIS PAGE: THE PETITE HAMPTON COLLECTION™ IN STERLING SILVER AND 14K GOLD: 3-ROW BLUE TOPAZ NECKLACE, #301, 1750.00.  
BLUE TOPAZ RING, #302, 135.00. PEARL RING, #303, 135.00. BLUE TOPAZ EARRINGS, #304, 190.00. PEARL TIPPED BRACELET, #305, 310.00.  
BLUE TOPAZ TIPPED BRACELET, #306, 310.00. PEARL BRACELET, #307, 375.00. BLUE TOPAZ BRACELET, #308, 375.00.

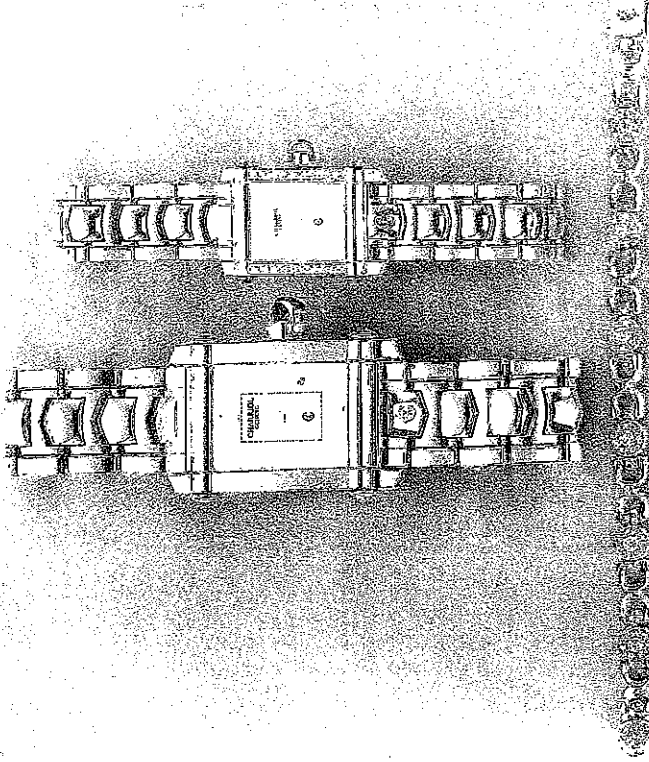
OPPOSITE PAGE: THE SILVER ICE COLLECTION™ IN STERLING SILVER AND 18K GOLD WITH PAVE DIAMONDS: 16" NECKLACE, #201, 1750.00. RING, #202, 1350.00. STACK RING, #203, 1250.00. EARRINGS, #204, 1550.00.

Photos may have been enlarged and/or enhanced to show detail. All carat weights (ct.wt) are approximate. Variance may be .05 carat. Colored gemstones may have been treated such as by heating, oiling, or irradiation and may require special care.



**RADIANT GEMSTONES,  
LUMINOUS PEARLS, CLASSIC DESIGNS  
WITH CONTEMPORARY DETAILS...  
A CELEBRATION OF BEAUTY  
AND ELEGANCE.**

**DY-0119**

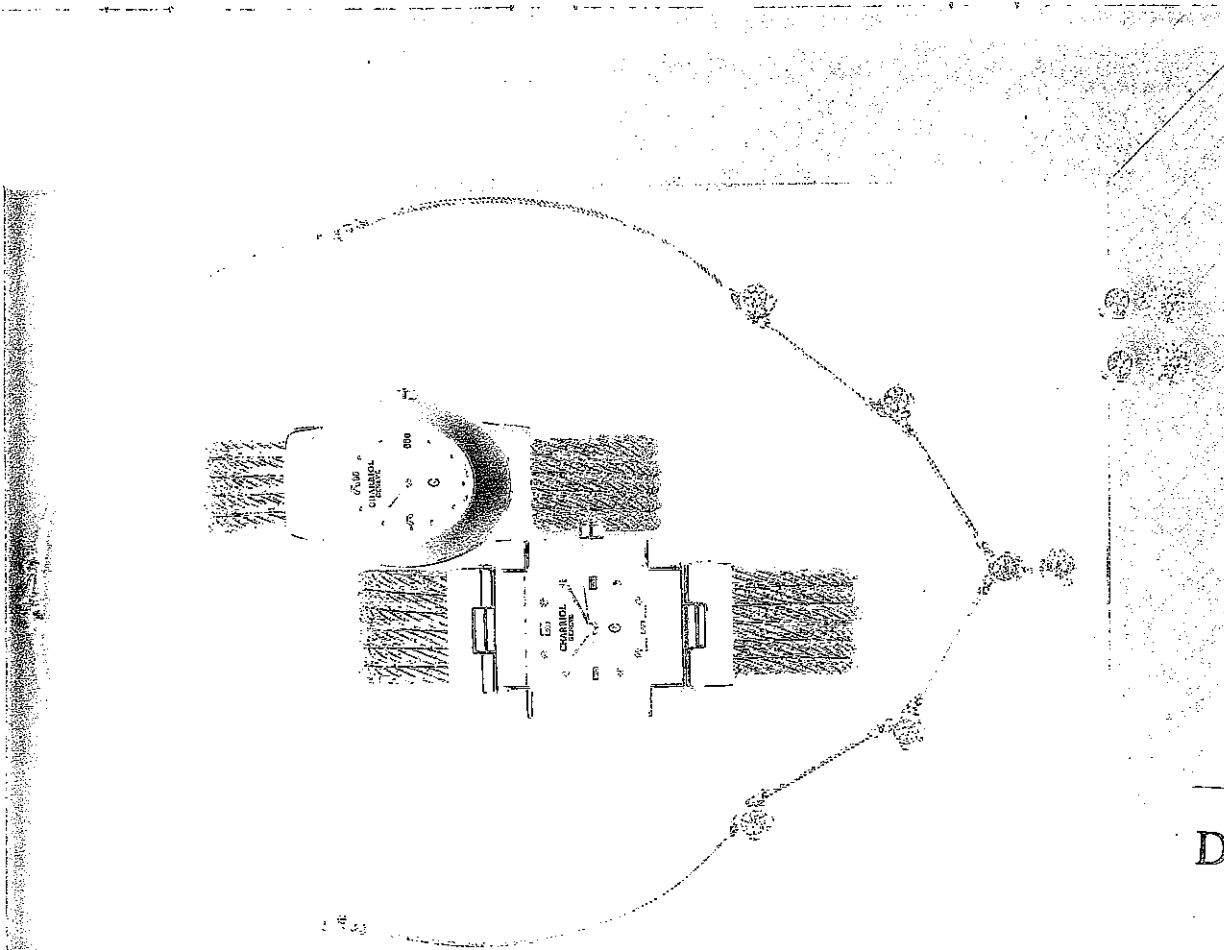


Charriol®

THIS PAGE: THE COLUBUS COLLECTION: LARGE STAINLESS STEEL WATCH WITH WHITE DIAL, #601, 1398.00. SMALL STAINLESS STEEL WATCH WITH WHITE DIAL AND DIAMOND BEZEL, #502, 2498.00. 18K WHITE GOLD AND DIAMOND BRACELET, #503, 2250.00.

OPPOSITE PAGE: FLAMME BLANCHE NECKLACE IN 18K WHITE GOLD AND DIAMONDS, #401, 1750.00. FLAMME BLANCHE EARRINGS IN 18K WHITE GOLD AND DIAMONDS, #402, 1450.00. CELTIC CARRE WATCH IN STAINLESS STEEL WITH SQUARE MOTHER-OF-PEARL DIAL, #403, 1360.00.

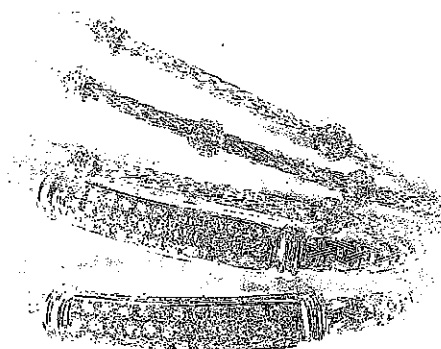
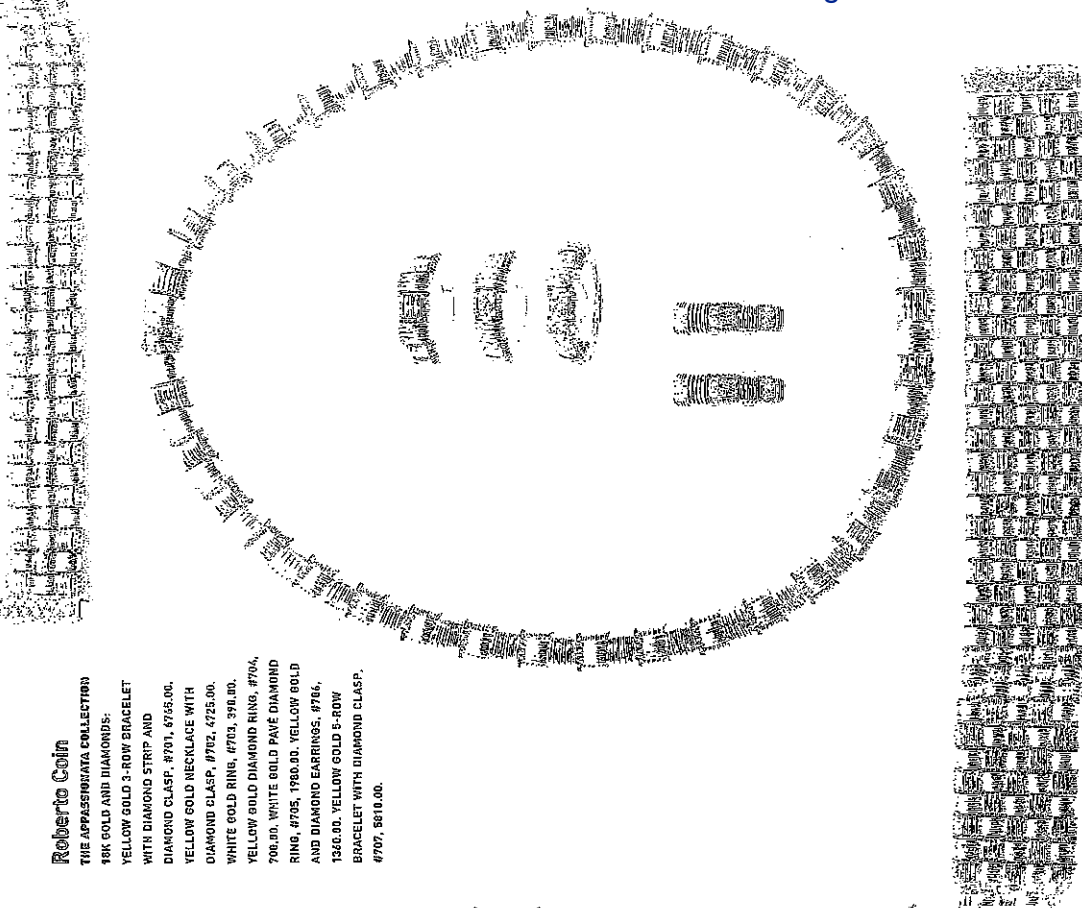
AZUR STAINLESS STEEL WATCH WITH WHITE DIAL PORCELAIN DIAL, #404, 895.00.



DY-0120

**Roberto Coin****THE APPASSIONATA COLLECTION**

18K GOLD AND DIAMONDS:  
 YELLOW GOLD 3-ROW BRACELET  
 WITH DIAMOND STRIP AND  
 DIAMOND CLASP. #791, \$755.00.  
 YELLOW GOLD NECKLACE WITH  
 DIAMOND CLASP. #792, \$725.00.  
 WHITE GOLD RING. #793, \$79.00.  
 YELLOW GOLD DIAMOND RING. #794,  
 700.00. WHITE GOLD PAVÉ DIAMOND  
 RING. #795, 1980.00. YELLOW GOLD  
 AND DIAMOND EARRINGS. #786,  
 1360.00. YELLOW GOLD 6-ROW  
 BRACELET WITH DIAMOND CLASP.  
 #797, 8810.00.



A B  
 C D

**Roberto Coin****18K GOLD AND DIAMONDS:**

A. WHITE GOLD BABY HEART  
 DIAMOND NECKLACE. #601, 300.00.  
 WHITE GOLD BABY CROSS DIAMOND  
 NECKLACE. #602, 385.00.  
 WHITE GOLD BABY STAR OF DAVID  
 DIAMOND NECKLACE. #603, 205.00.  
 BABY CHARM NECKLACES ALSO  
 AVAILABLE IN YELLOW GOLD;  
 MATCHING EARRINGS NOT PICTURED.

**B. LEFT TO RIGHT:**

YELLOW GOLD WOVEN DIAMOND  
 BRACELET. #686, 2850.00.

WHITE GOLD WOVEN DIAMOND

BRACELET. #685, 2855.00.

YELLOW GOLD SPIGA 2-STATION  
 DIAMOND BRACELET. #606, 795.00  
 (ALSO AVAILABLE IN WHITE GOLD).

WHITE GOLD SPIGA 3-STATION  
 DIAMOND BRACELET. #607, 975.00  
 (ALSO AVAILABLE IN YELLOW GOLD).

C. WHITE AND YELLOW GOLD SMALL  
 HARBUCO DIAMOND RING. #608, 1440.00.  
 WHITE AND YELLOW GOLD SMALL

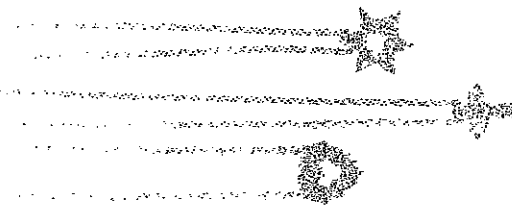
HARBUCO DIAMOND EARRINGS.  
 #609, 1435.00. WHITE GOLD PAVÉ

DIAMOND EARRINGS. #610, 2795.00  
 (ALSO AVAILABLE IN YELLOW GOLD).

D. WHITE GOLD INSIDE AND OUT  
 DIAMOND HOOP EARRINGS.

SMALL. #611, 2400.00.

LARGE. #612, 4400.00.



DY-0121

**Mikimoto MK**

CULTURED PEARLS AND 18K GOLD

18" 4.5-7MM STRAND WITH

SIGNATURE BOW CLASP

#901 \$1400.00

18" 7.5-9MM STRAND WITH

SIGNATURE BOW CLASP

#902 \$1500.00

7" 4.5-7MM BRACELET

WITH SIGNATURE BOW CLASP

#903 \$1600.00

7" 7.5MM STUD EARRINGS

#904 \$800.00 7.5MM

EARRINGS IN WHITE

GOLD WITH DIAMONDS

#905 \$350.00

**Kazto Platinum**

PLATINUM AND DIAMONDS

HEART PENDANT, #801, 1155.00

CROSS PENDANT, #802, 935.00

STAR OF DAVID PENDANT, #803, 1210.00

TRIPLE DROP NECKLACE, #804, 1375.00

DOUBLE DROP EARRINGS, #805, 1420.00

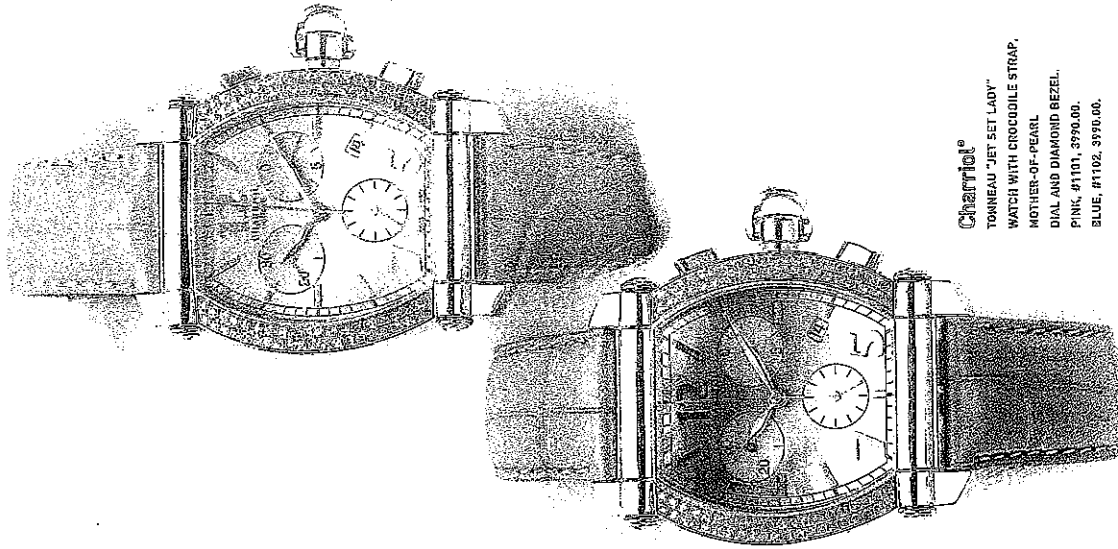
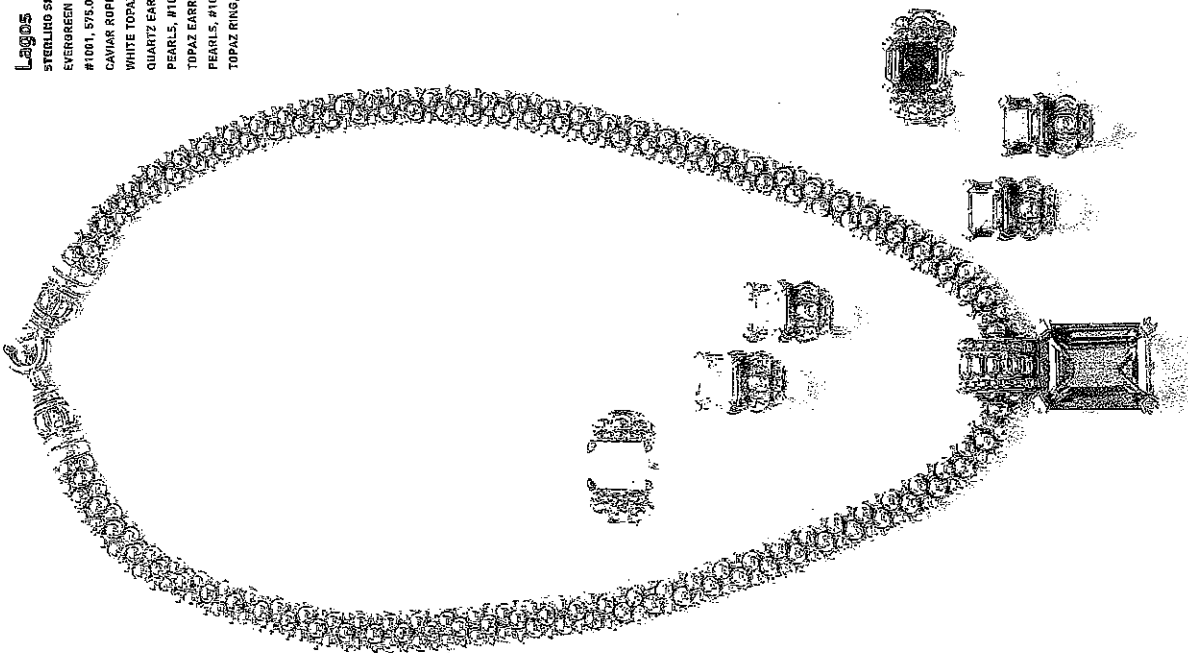
FLOWER RING, #806, 3000.00

DY-0122



**L3905**

STERLING SILVER AND 18K GOLD;  
EVERGREEN TOPAZ PENDANT,  
#1101, \$75.00, SHOWN ON 16"  
CAVIAR ROPE NECKLACE, #1102, \$95.00,  
WHITE TOPAZ RING, #1103, \$95.00, WHITE  
QUARTZ EARRINGS WITH CULTURED  
PEARLS, #1104, \$95.00, EVERGREEN  
TOPAZ EARRINGS WITH CULTURED  
PEARLS, #1105, \$50.00, EVERGREEN  
TOPAZ RING, #1106, \$50.00.



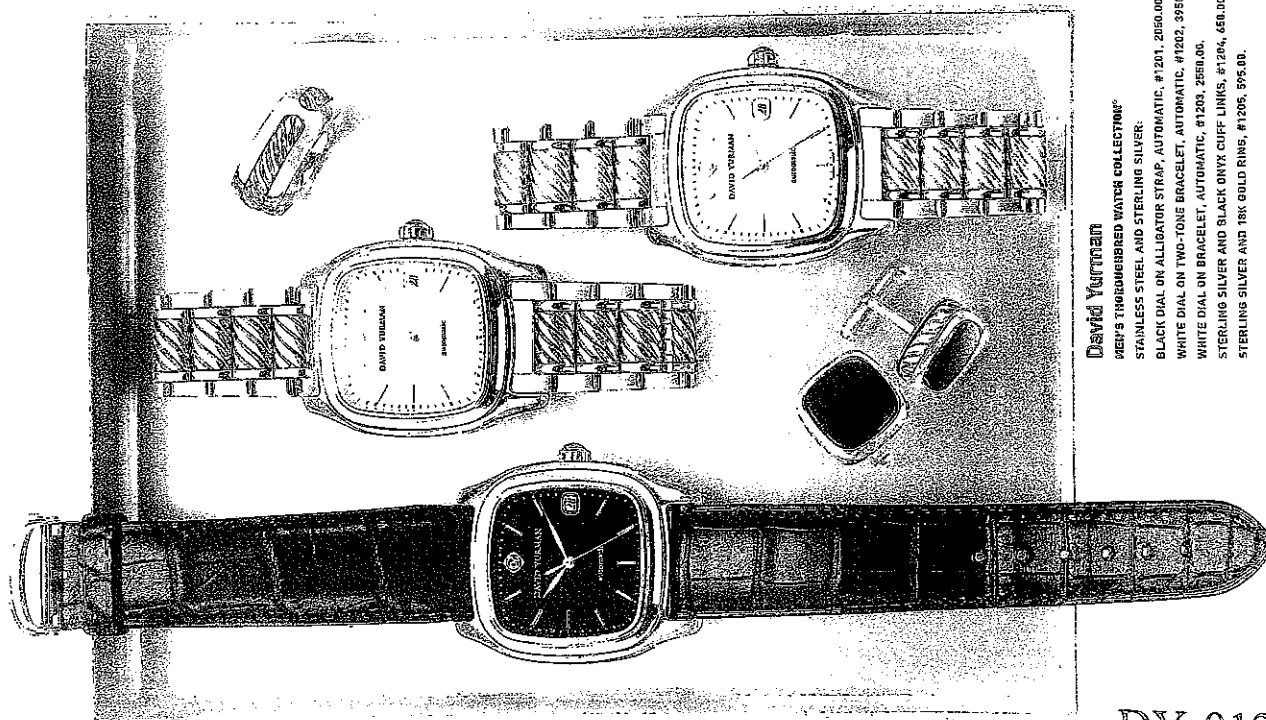
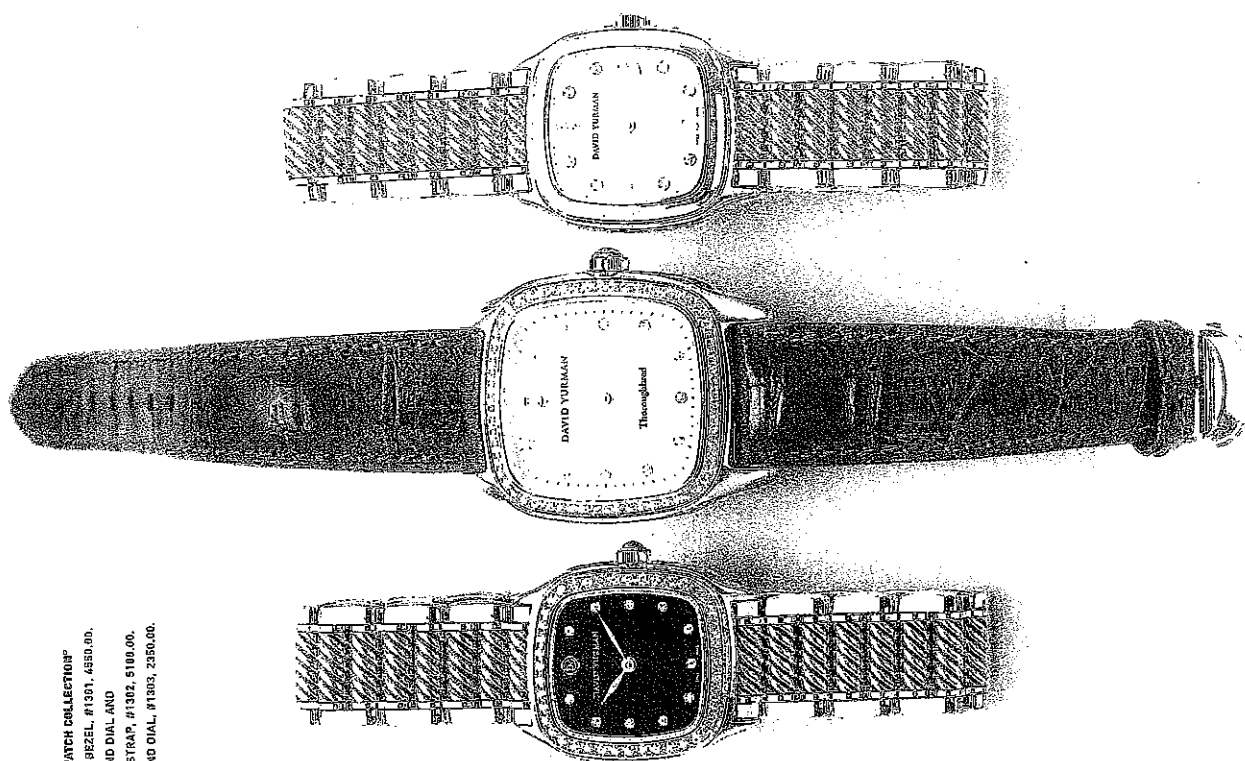
**Charriot®**  
TOMNEAU "JET SET LADY"  
WATCH WITH CROCODILE STRAP,  
MOTHER-OF-PEARL  
DIAL AND DIAMOND BEZEL,  
PINK, #1107, \$990.00,  
BLUE, #1108, \$990.00.

Photos may have been enlarged and/or enhanced to show detail. All carat weights (c.t.w.) are approximate. Variance may be .05 carat.  
Colored gemstones may have been treated such as by heating, oiling, or irradiation and may require special care.

DY-0123

**David Yurman**

LADIES' THOROUGHBRED WATCH COLLECTION®  
BLACK DIAMOND DIAL AND BEZEL, #1301, \$550.00.  
MOTHER-OF-PEARL DIAMOND DIAL AND  
BEZEL ON RED ALLIGATOR STRAP, #1302, \$189.00.  
MOTHER-OF-PEARL DIAMOND DIAL, #1303, \$350.00.



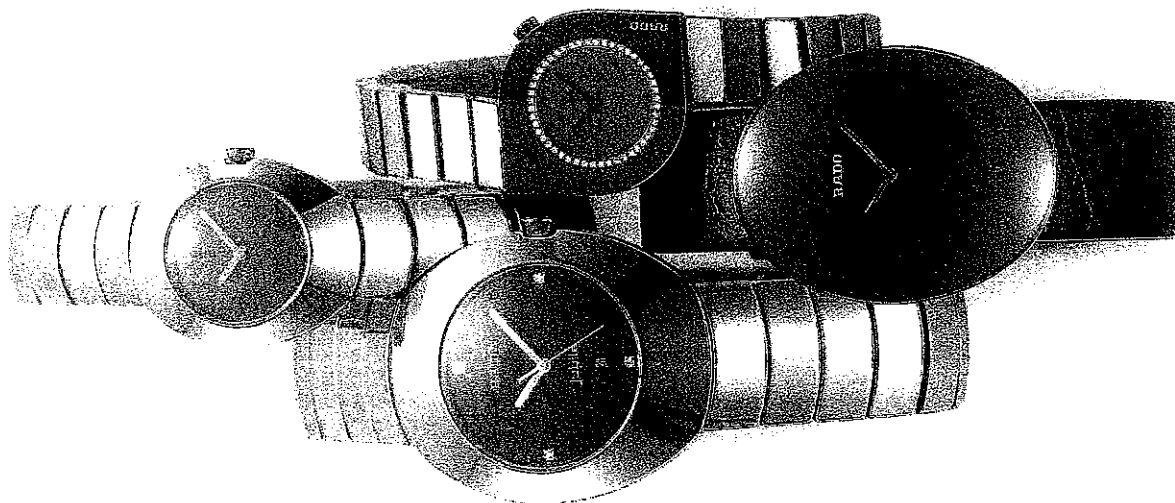
**David Yurman**

MEN'S THOROUGHBRED WATCH COLLECTION®  
STAINLESS STEEL AND STERLING SILVER.  
BLACK DIAL ON ALLIGATOR STRAP, AUTOMATIC, #1201, \$250.00.  
WHITE DIAL ON TWO-TONE BRACELET, AUTOMATIC, #1202, \$950.00.  
WHITE DIAL ON BRACELET, AUTOMATIC, #1203, \$250.00.  
STERLING SILVER AND BLACK ONYX CUFF LINKS, #1204, \$50.00.  
STERLING SILVER AND 18K GOLD RINGS, #1205, \$95.00.

DY-0124

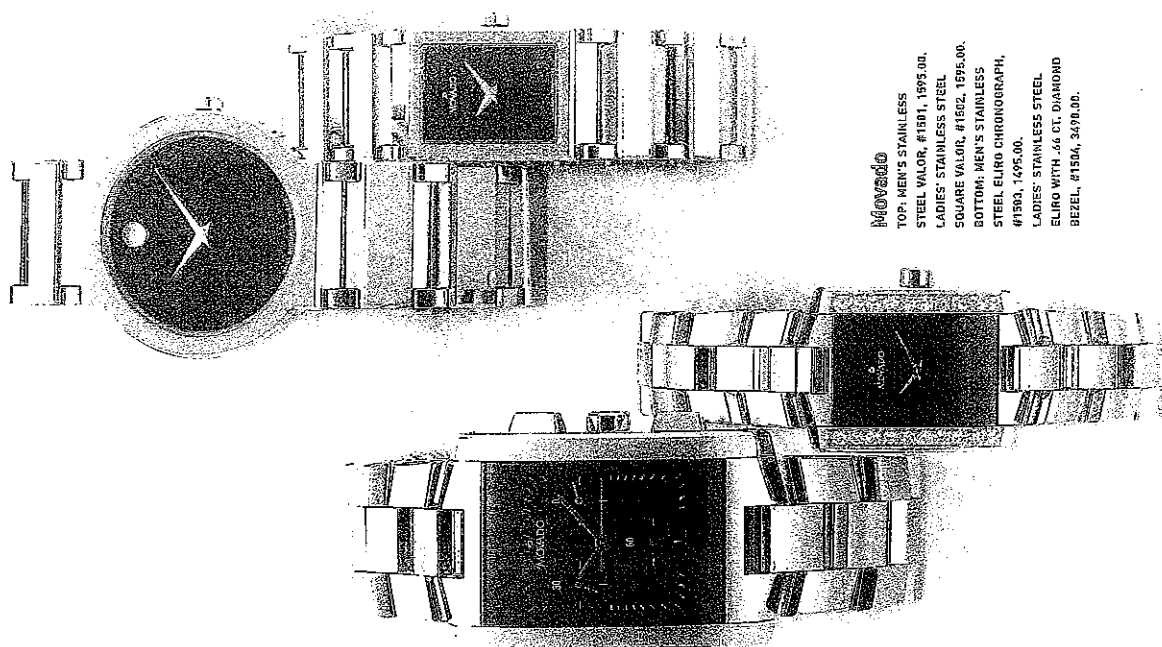
# **Radio**

CLOCKWISE FROM LEFT:  
MEN'S OVATION WITH CERAMIC  
BRACELET AND BLACK  
DIAMOND DIAL, #1401, 1790.00.  
LADIES' OVATION WITH CERAMIC  
BRACELET AND SILVER DIAL,  
#1402, 1590.00.  
LADIES' CERIX WITH CERAMIC  
BRACELET AND .10 CT.  
DIAMOND BEZEL, #1403, 4400.00.  
NEW MEN'S ESENZA WITH BLACK  
STRAP AND DIAL, #1404, 290.00.  
AVAILABLE AT 97TH STREET,  
SHORT HILLS, WILLOW GROVE,  
NORTH MICHIGAN, AND  
STANFORD ONLY.



# **Novado**

TOP: MEN'S STAINLESS  
STEEL VALOR, #1501, 1595.00.  
LADIES' STAINLESS STEEL  
SQUARE VALOR, #1502, 1595.00.  
BOTTOM: MEN'S STAINLESS  
STEEL ELIRO CHRONOGRAPH,  
#1503, 1495.00.  
LADIES' STAINLESS STEEL  
ELIRO WITH .66 CT. DIAMOND  
BEZEL, #1504, 3499.00.

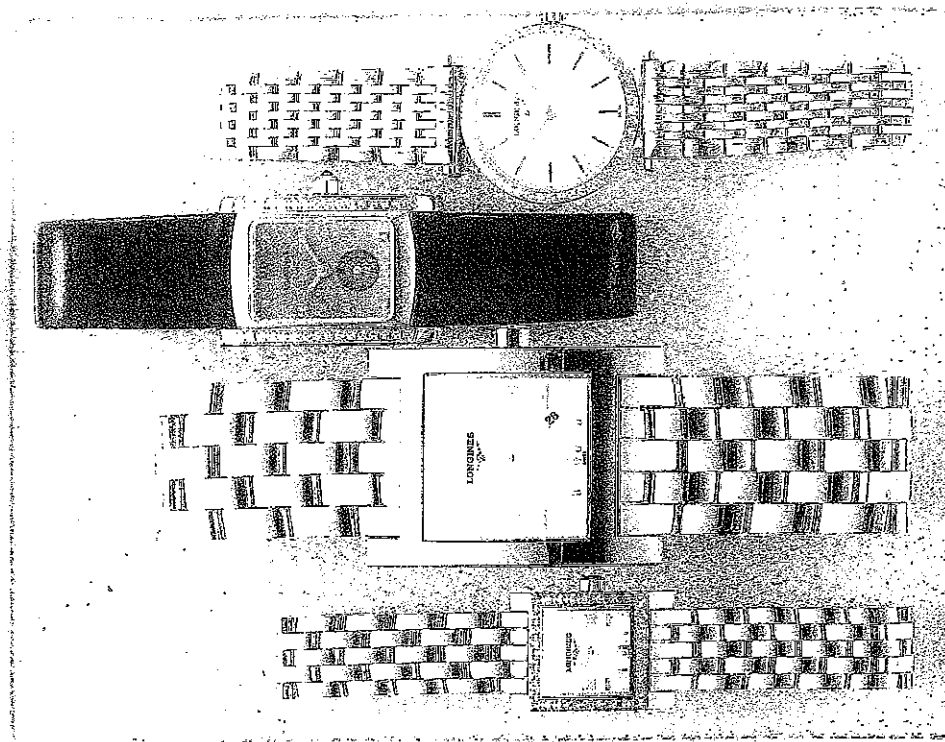


DY-0125

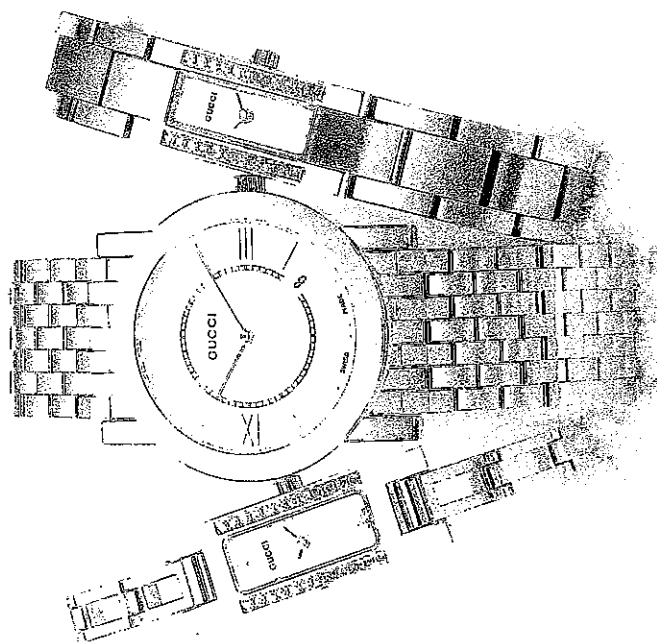


# **Longines**

LEFT TO RIGHT: LADIES' STAINLESS STEEL MINI DOLCE VITA WITH .28 CT. DIAMOND BEZEL, #1701, 1995.00.  
 MEN'S STAINLESS STEEL DOLCE VITA WITH WHITE DIAL, #1702, 880.00. NEW LADIES' DOLCE VITA WITH  
 BLACK LEATHER STRAP, BLUE MOTHER-OF-PEARL DIAMOND DIAL AND .32 CT. T.W. DIAMOND BEZEL,  
 #1703, 1750.00. (ALSO AVAILABLE WITH PINK MOTHER-OF-PEARL DIAL) NEW LADIES' LA GRANDE CLASSIQUE  
 WITH STAINLESS STEEL BRACELET, PINK MOTHER-OF-PEARL DIAL AND .48 CT. DIAMOND BEZEL, #1704, 2150.00.  
 AVAILABLE AT 56TH STREET, SHORT HILLS, WILLOW GROVE, AVENTURA, SHERMAN OAKS, AND STANFORD ONLY.



Photos may have been enlarged and/or enhanced to show detail. All carat weights (c.t.w.) are approximate. Variance may be .05 carat.  
 Colored gemstones may have been treated such as by heating, oiling, or irradiation and may require special care.



# **Gucci**

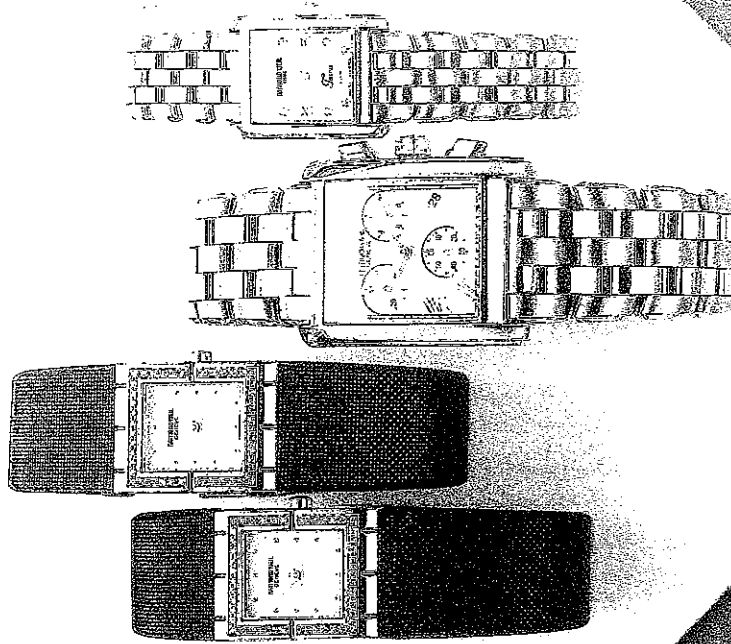
NEW LADIES' STAINLESS STEEL LINK  
 BRACELET WITH MOTHER-OF-PEARL  
 DIAL AND .28 CT. DIAMOND BEZEL,  
 #1601, 1550.00. NEW MEN'S STAINLESS  
 STEEL BRACELET WITH SILVER DIAL,  
 #1602, 350.00. NEW LADIES' STAINLESS  
 STEEL BRACELET WITH SILVER DIAL AND  
 .38 CT. DIAMOND BEZEL, #1603, 1500.00.

DY-0126



# Tag Heuer

LEFT TO RIGHT: LADIES' STAINLESS  
STEEL MINI LINK WITH BLUE  
MOTHER-OF-PEARL DIAL, #1801, 1295.00.  
MEN'S STAINLESS STEEL LINK WITH  
BLUE DIAL, #1802, 1295.00.  
MEN'S STAINLESS STEEL KIRIUM  
FORMULA 1 WITH BLACK DIAL, #1803, 1995.00.  
NEW LADIES' STAINLESS STEEL MINI  
ALTER EGO WITH MOTHER-OF-PEARL DIAL  
AND .40 CT. DIAMOND BEZEL, #1804, 2400.00.  
(REGULAR SIZE .88 CT., 2800.00.  
NOT SHOWN.) NEW LADIES' STAINLESS  
STEEL MINI ALTER EGO WITH BLUE DIAL  
AND .40 CT. DIAMOND BEZEL, #1805, 2400.00.  
(REGULAR SIZE .58 CT., 2800.00, NOT SHOWN.)



Raymond Weil

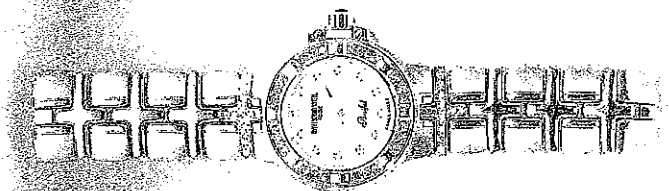
DY-0127

To place an order or inquire about orders already placed, please call 1-800-555-5500 (applicable delivery fees will apply). If your selection is not available in the Philadelphia's nearest you, we will be happy to ship it to you. We welcome your comments and suggestions. We may contact you by mail, e-mail, or telephone. If you do not wish to receive information about our products or services, please send us your mailing label with your request for removal to: 180 Third Avenue, New York, NY 10022. Multiple requests will be processed prior to any report as please allow a period of time for subsequent mailings to stop. Not all merchandise available in all stores.

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**Raymond Weil**  
NEWBLOOMINGDALES  
LADIES' PARSIFAL IN 18K SOLID  
GOLD WITH DIAMOND BRACELET,  
DIAL AND BEZEL, .35 CT. T.W.  
#2101, 6995.00.

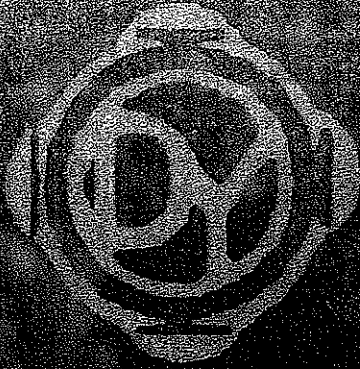
**David Yurman**  
FRONT CHAIN  
18K WHEAT CHAIN NECKLACE  
WITH DIAMOND BUCKLE,  
#131, 5600.00.

DY-0128

## **EXHIBIT 2**



DAVID YURMAN



I M M E R S E   Y O U R S E L F



DY-0001



General Catalogue  
 All items are made of 18K gold  
 and 18K white gold. Diamonds  
 are certified by GIA. Diamonds  
 3A. Double row bracelet \$2,190  
 3B. Single row bracelet \$2,190  
 3C. Two row metal necklace \$6,000  
 3D. Earrings \$3,250  
 3E. Ring \$2,190



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DY-0002



DAVID YURMAN

Dr. Robert H. Taylor, President, American Society of Human Genetics

14K yellow and 18K gold  
 setting silver and 18K gold  
 with black esps and pavé diamonds.  
 SA: Savings \$7,500  
 9B: Breakout \$9,995  
 10C: Selling high multi-carat necklace \$6,095  
 11A: Selling high esps \$25,200  
 15E: Ring 15K collection  
 16C: Selling silver and 18K gold  
 setting silver and 18K gold  
 with 7604 diamonds.  
 17E: Breakout \$17,250  
 18C: Selling high multi-carat esps \$2,100  
 19C: Selling high esps and 18K gold  
 setting silver and 18K gold  
 with multi-carat pavé diamond band  
 and markers on interchangeable  
 and alligator strap \$5,100

DY-0003

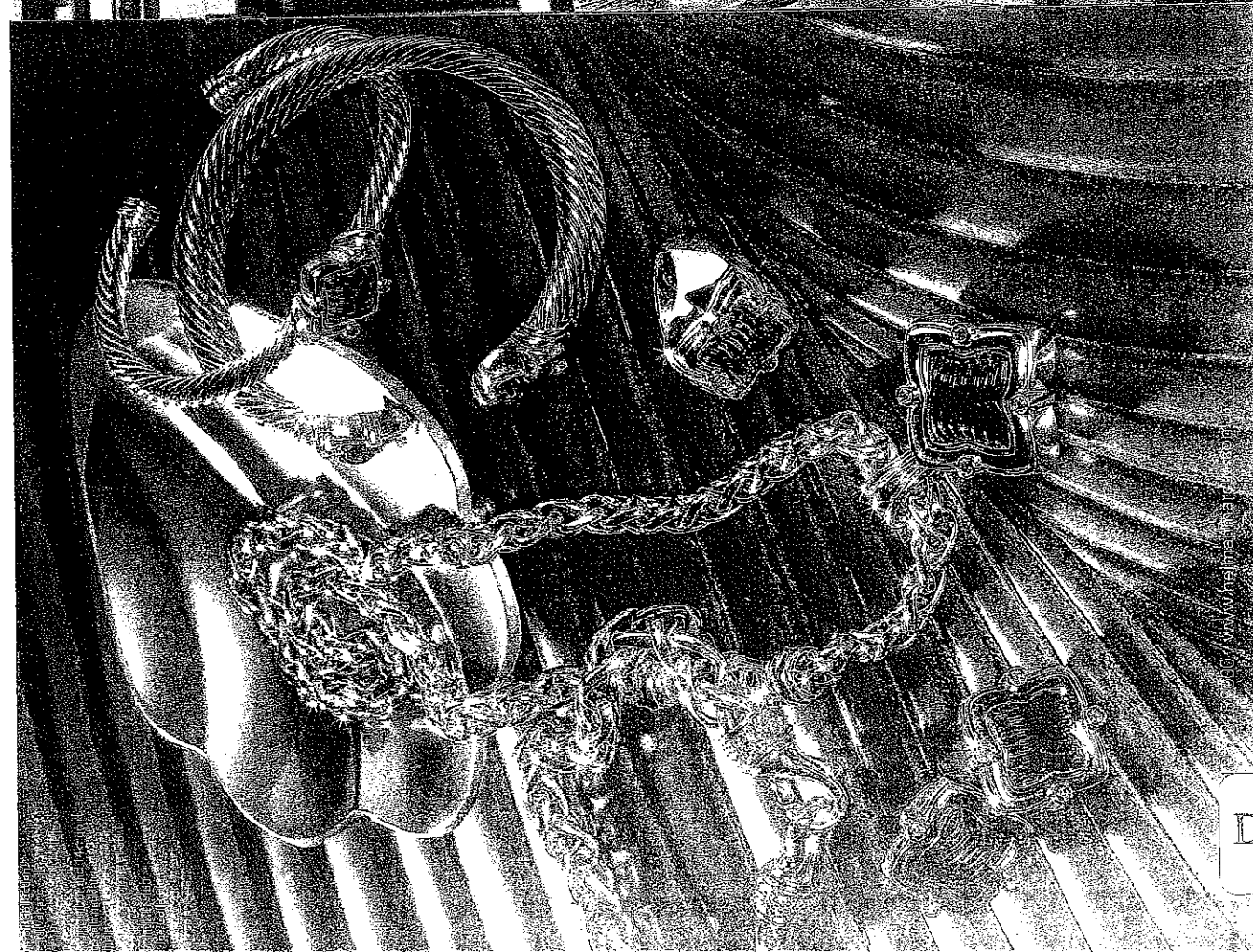


7A. 18kt gold hoop earrings \$490  
18kt gold jewelry with pave diamonds.  
7B. Multi strand necklace (2 shown) \$6,350 each  
7C. Enhancer \$3,750  
7D. Cable bracelet \$2,200  
7E. Cable bracelet \$2,200  
7F. Cable bracelet \$2,200  
7G. Cable bracelet \$2,200  
7H. Cable bracelet \$2,200  
7I. Cable bracelet \$2,200  
7J. Cable bracelet \$2,200  
7K. Cable bracelet \$2,200  
7L. Cable bracelet \$2,200  
7M. Cable bracelet \$2,200  
7N. Cable bracelet \$2,200  
7O. Cable bracelet \$2,200  
7P. Cable bracelet \$2,200  
7Q. Cable bracelet \$2,200  
7R. Cable bracelet \$2,200  
7S. Cable bracelet \$2,200  
7T. Cable bracelet \$2,200  
7U. Cable bracelet \$2,200  
7V. Cable bracelet \$2,200  
7W. Cable bracelet \$2,200  
7X. Cable bracelet \$2,200  
7Y. Cable bracelet \$2,200  
7Z. Cable bracelet \$2,200



DAVID YURMAN

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DY-0004

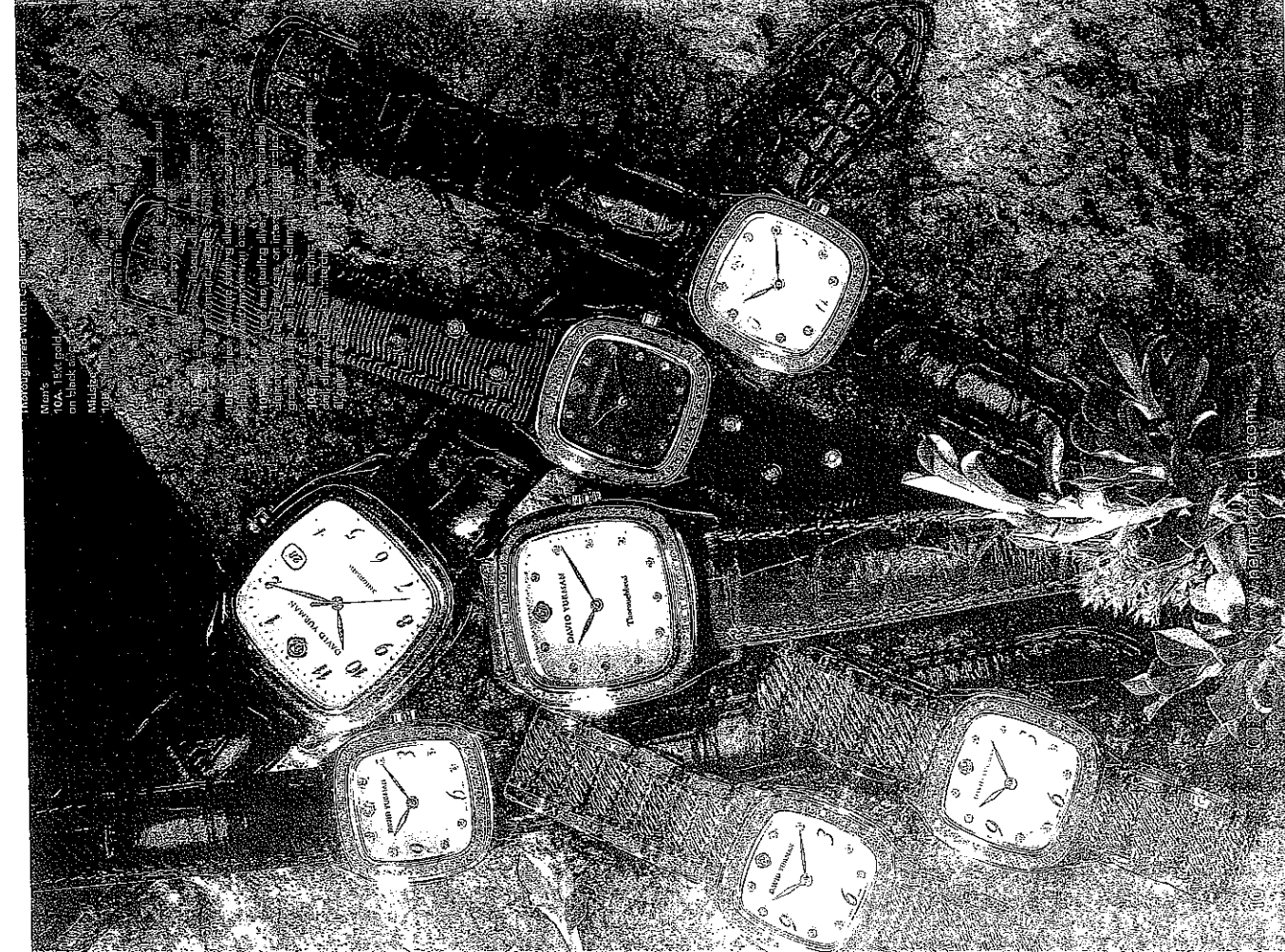




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DY-0005





DY-0006



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[illegible]

ON FRONT COVER  
1A. Quattrifall Collection  
1C. William Goldendrag  
with several blue diamonds  
and pave diamonds set in

Luxury Living  
Fall 1998

DAVID YURMAN



DY-0015





FRONT COVER From The Silver  
"e" Collection, diamonds in  
sterling silver and 18k gold:  
Buckle bracelet 2,695. Chain  
bracelet 2,500. Signature ring  
300. Earrings 2,700. Diamond  
ring in 18k gold 1,935. From  
The Cable Watch Collection™:  
Diamonds in sterling silver and  
18k gold 5,950.

DY-0016



LEFT Sterling silver and 14k gold:  
Wheat chain in 6mm, 16 inches  
465. 32 inches 625. Chalcidony  
and lillie pendant 935.  
Chalcidony and lillie earrings  
810. Chalcidony and lillie  
bracelet 1,070.

Signature ring in chalcidony  
390. Rhodolite garnet 740.  
Thoroughbred ring 410. Watch  
with rhodolite garnet 1,950.  
From The Mens Cable Collection:  
Sterling silver and 14k gold,  
chain bracelet 395. Band  
ring 480.

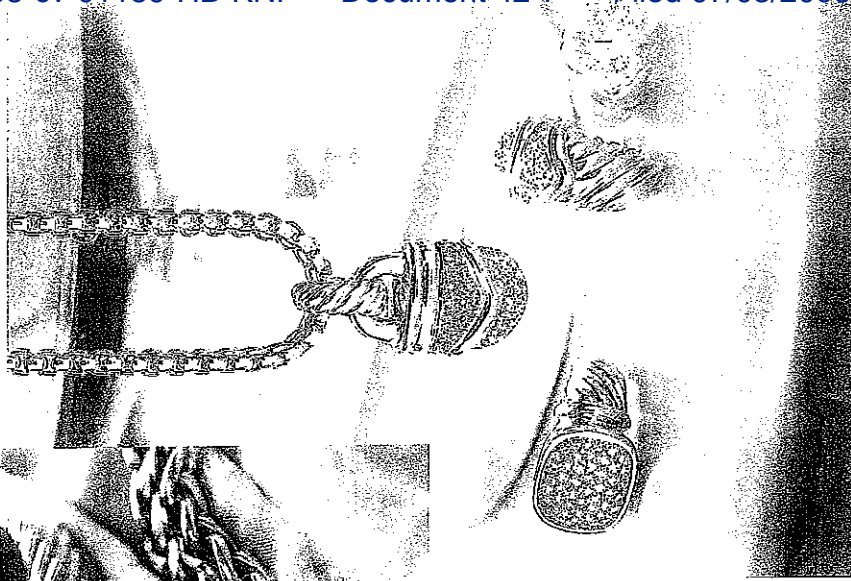
ABOVE Sterling silver and 14k  
gold: Buckle bracelet 1870.  
Hematite and rhodolite garnet  
bracelet 1660. Watch 1500.  
Earrings 940. Ring 410.





LEFT 18k Gold Chain, 32 inches 2,375. Pavé diamond pendant 3,400. Pavé diamond earrings 2,350. Pavé diamond ring 2,895. Coil bracelets with diamonds 4,450, each.

ABOVE Sterling silver and 14k gold with citrine necklace 1,825. Signature ring 725. 18k gold and rhodolite garnet ring 2,420. RIGHT Pavé diamonds in 18k gold: Pendant 3,400. Earrings 4,200. Ring 2,850. Chain, 32 inches 2,375.



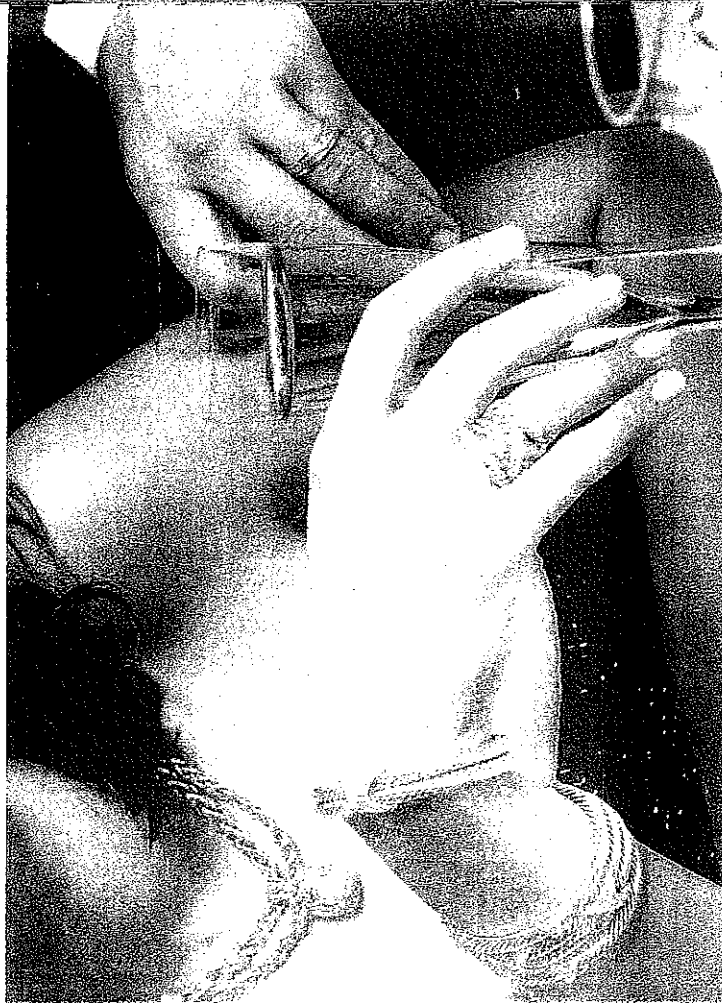
DY-0017



From The Mens Cable  
Collection: 18k gold ring  
940. From The Silver Ice®  
Collection, diamonds  
in sterling silver and 18k  
gold: Cufflinks 1,840.  
Stud set 1,780.

Single row double "x"  
bracelet 1,590. Double row  
double "x" bracelet 2,880.  
Single row single "x"  
bracelet 990. "x" ring  
1,270. Staccable rings  
1,185. each. Earrings 2,700.  
Sterling silver and 14k  
gold, 6mm wheat chain,  
18 inches 465.

From The Silver Ice®  
Collection, diamonds in  
sterling silver and 18k gold:  
Chain 2,650. Pendant  
1,475. Double row single  
"x" bracelet 1,650.

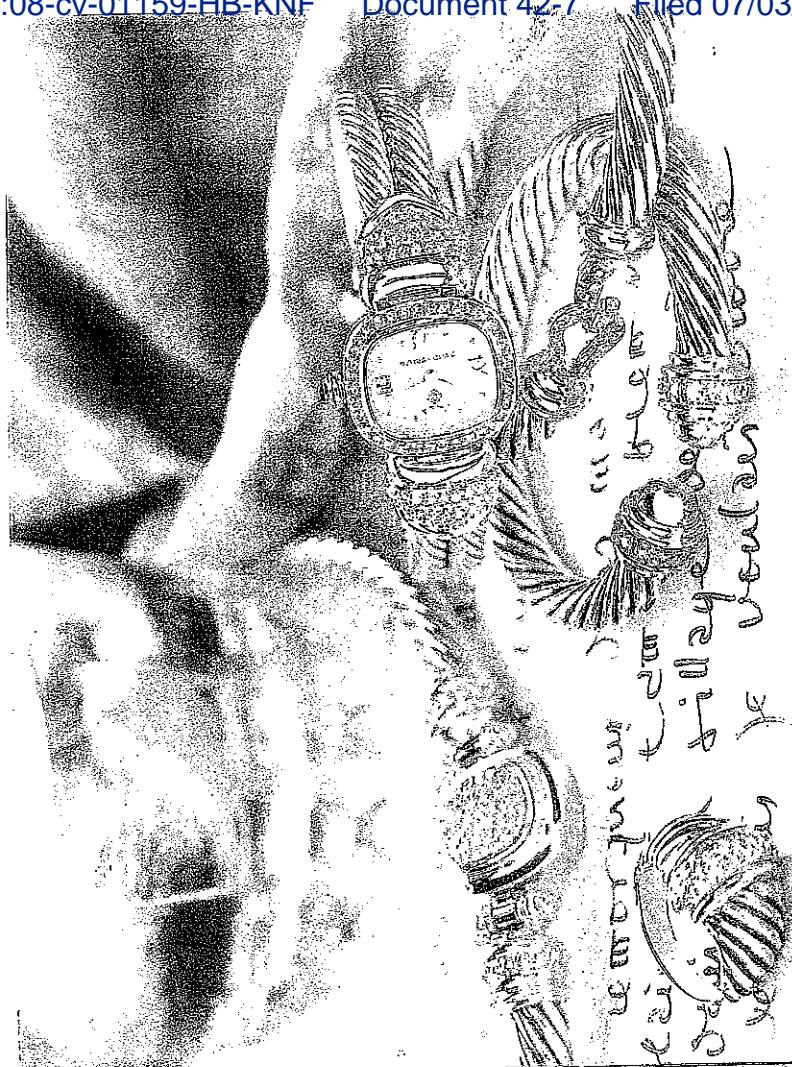


DY-0018



BELOW From The Silver Ice™  
Collection, diamonds in sterling  
silver and 18k gold: Necklace  
3,800. Hook bracelet 970. Gold  
diamond bracelet 1,550. Watch  
7,250. Ring 1,250.

LEFT Pavé diamonds in 18k  
gold: Buckle Chain necklace  
9,875. Buckle earrings 3,500.



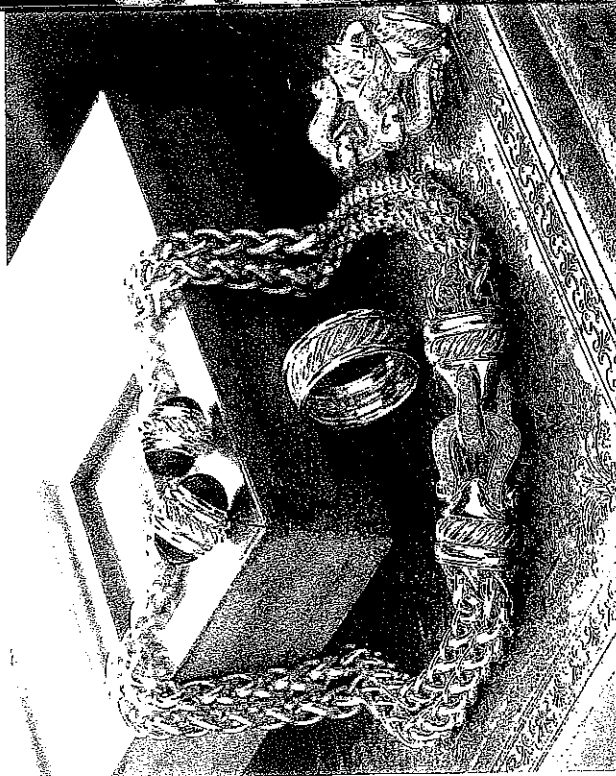
DY-0019





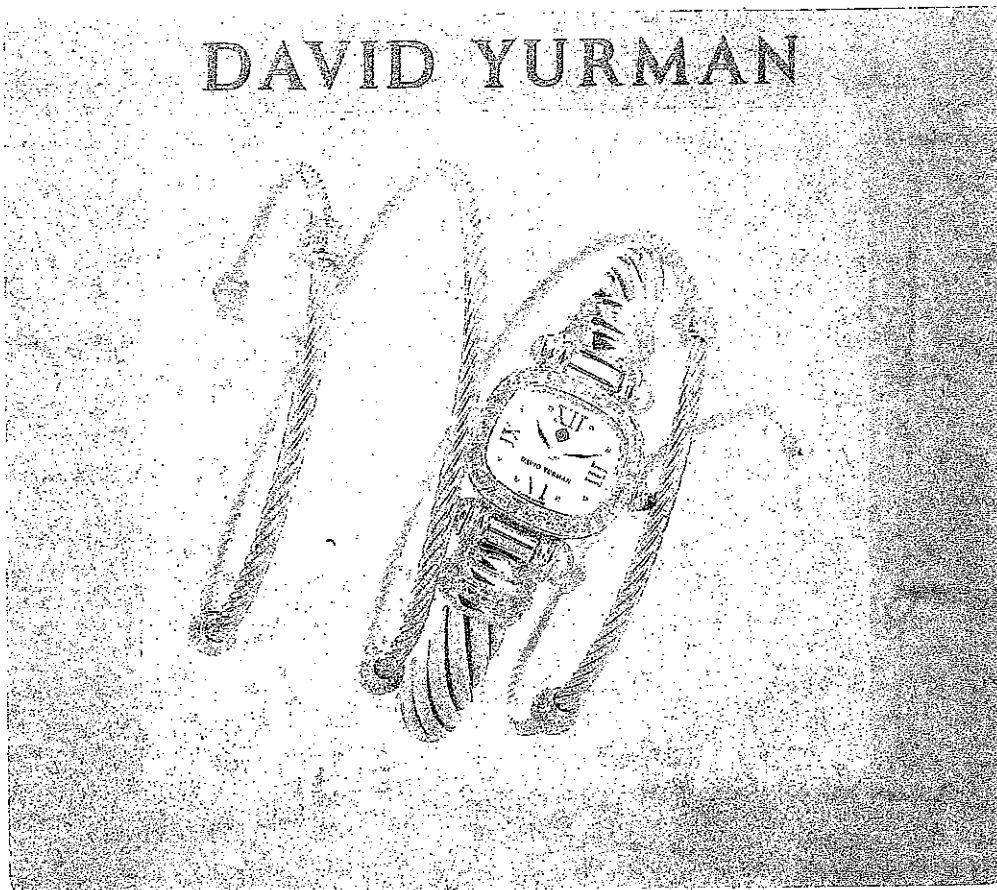
BELOW Pave diamonds  
in 18k gold: Buckle chain  
necklace 9,875. Buckle  
earrings 3,600. From The  
Mens Cable Collection, 18k  
gold: Black onyx cufflinks  
1,770. Band ring 1,130.

FAR RIGHT From the new  
Hampton Collection™, sterling  
silver and 14k gold with  
pearls: Necklace 1,550.  
Bracelet 885. each. From the  
Thoroughbred Collection™:  
Earrings 340. Pearl bracelet  
550. From the Silver Ice  
Collection, diamonds in  
sterling silver and 18k gold:  
Stackable rings 1,185. each.  
Signature ring 1,275. From  
the Mens "Series 9" Cable  
Collection™, in sterling silver  
and 18k gold: Bracelet 425.  
Ring 435.



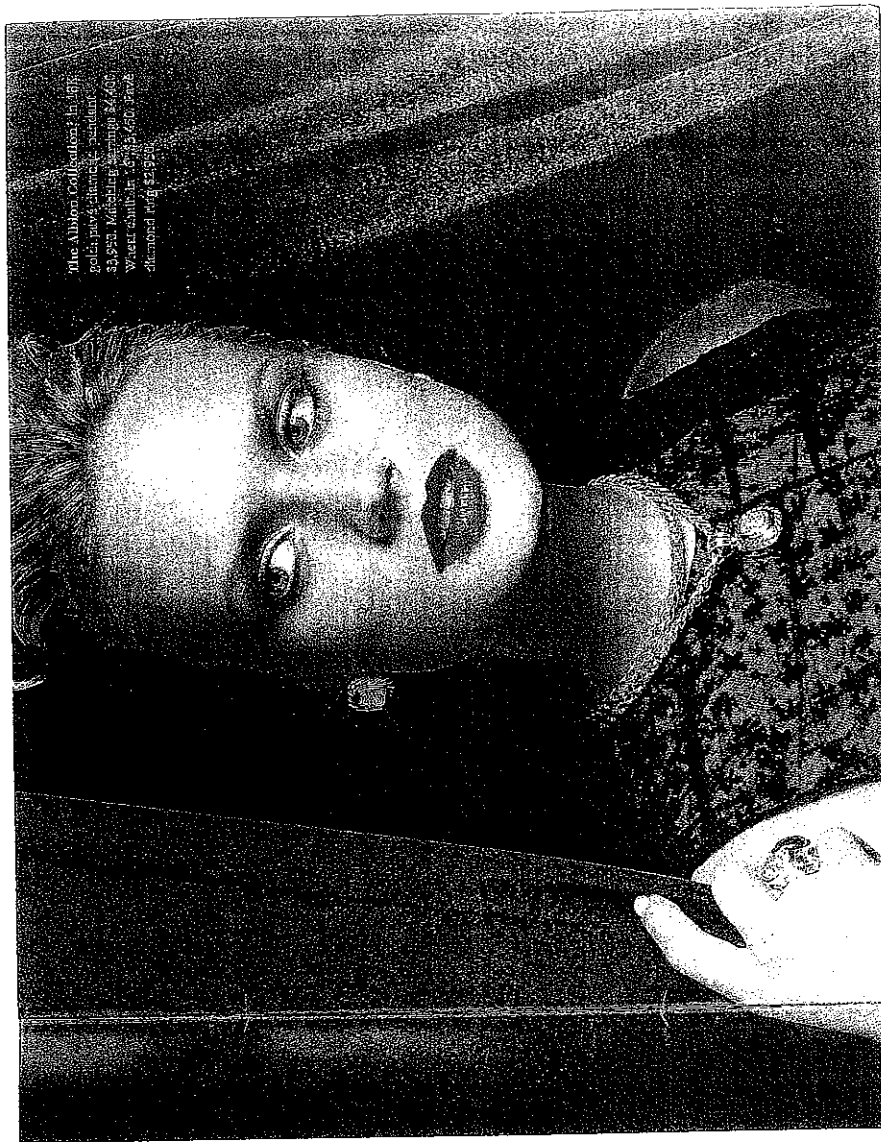
7E Sterling silver and  
gold: Amethyst necklace  
Citrine necklace 375.  
Amethyst earrings 745.  
14k gold: Pave diamond  
laces 1,350. Peridot  
lace 1,575.

DY-0020



DY-0022



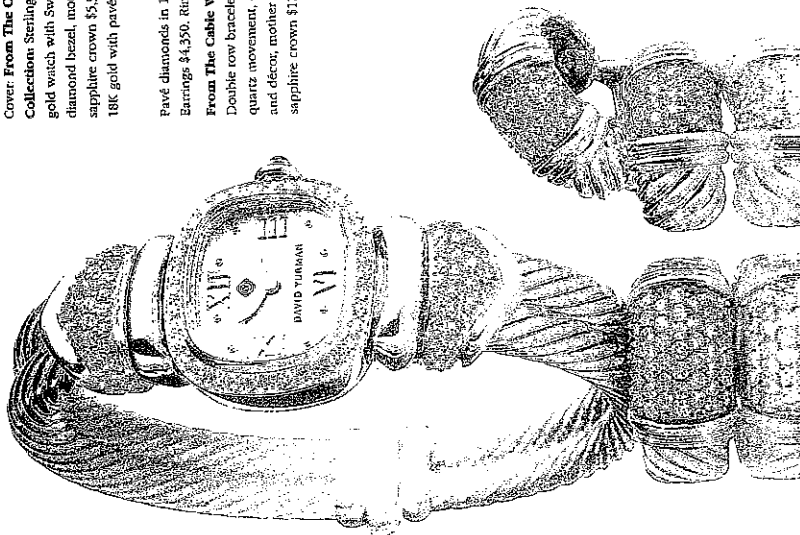


The Albion Collection: In 18K gold, pavé diamond - pendant \$3,950. Matching earrings \$4,400. Watch (crown) \$5,950. Pavé diamond ring \$2,950.

Cover: From The Cable Watch Collection: Sterling silver and 18K gold watch with Swiss quartz movement, diamond bezel, mother of pearl dial and sapphire crown \$5,950. Coil bracelet in 18K gold with pavé diamond beads \$5,990.

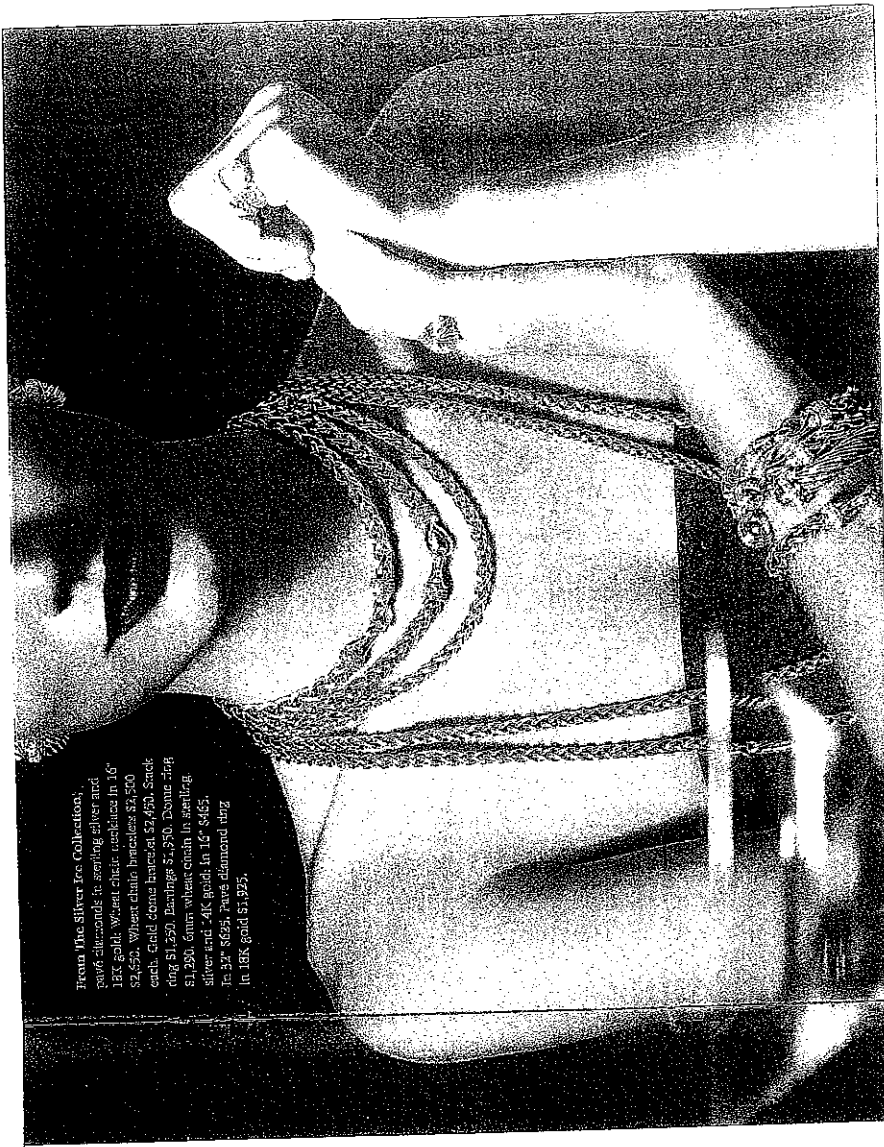
Pavé diamonds in 18K gold: Earrings \$4,350. Ring \$2,975.

From The Cable Watch Collection: Double row bracelet watch with Swiss quartz movement, diamond bezel and décor, mother of pearl dial and sapphire crown \$12,500.



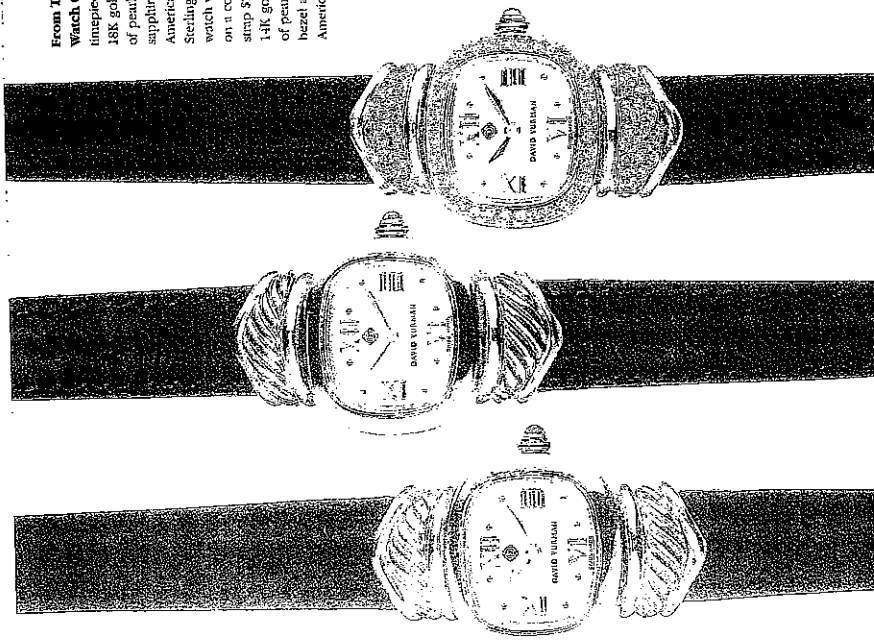
DY-0023





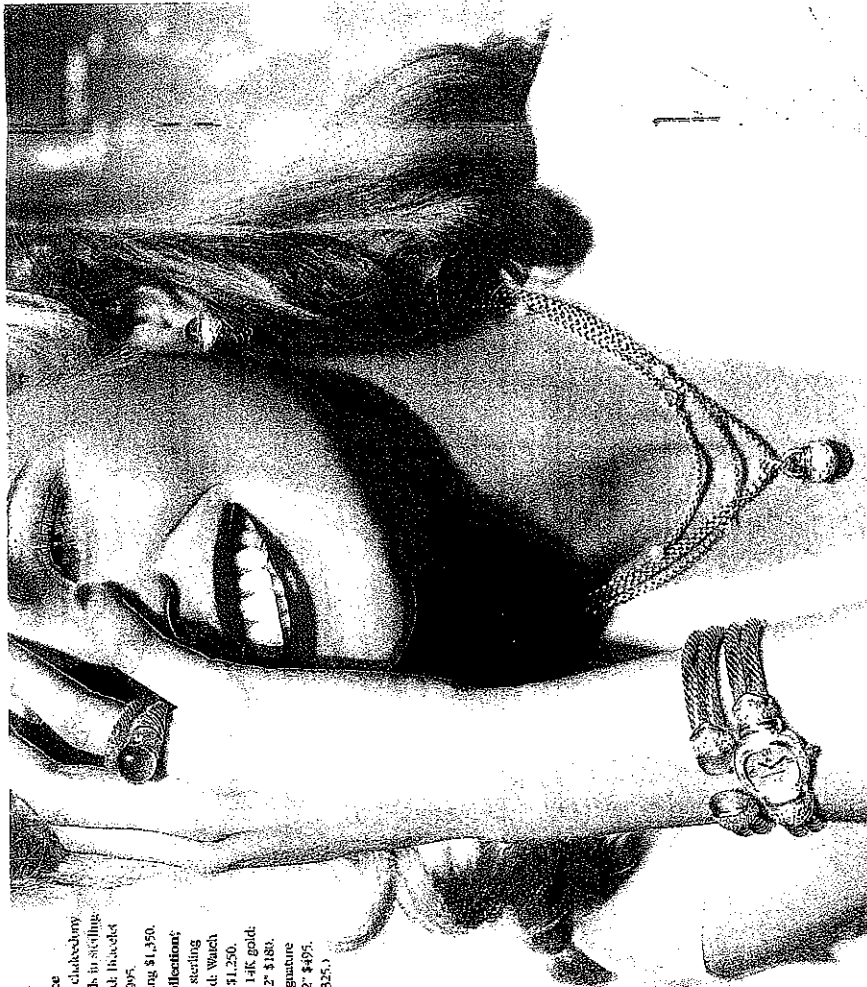
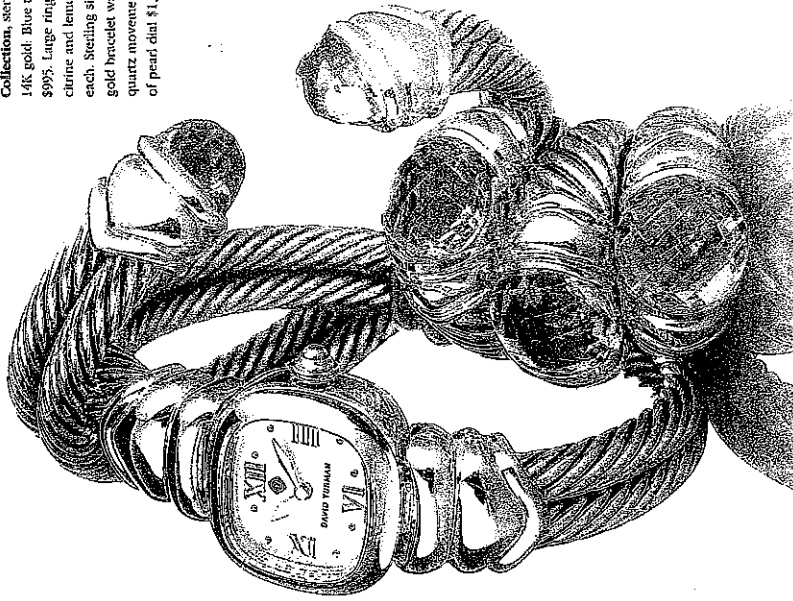
From The Silver Ice Collection:  
pavé bracelet in sterling silver and  
18K gold. White chain necklace in 16"  
\$2,450. White chain bracelet \$2,500  
cath. Gold chain bracelet \$2,450. Snake  
ring \$1,350. Baroque \$1,350. Dome ring  
\$1,250. Open chain in sterling  
silver and 14K gold in 15" \$465.  
In 18K gold \$1,925.

From The Cable Capri  
Watch Collection, fine quartz  
timepieces (From left to right):  
18K gold watch with mother  
of pearl dial and cabochon  
sapphire crown on a black  
American alligator strap \$3,500.  
Sterling silver and 18K gold  
watch with mother of pearl dial  
on a cognac American alligator  
strap \$2,600. Sterling silver and  
14K gold watch with mother  
of pearl dial and pavé diamond  
bezel and decor on a black  
American alligator strap \$4,750.



DY-0024

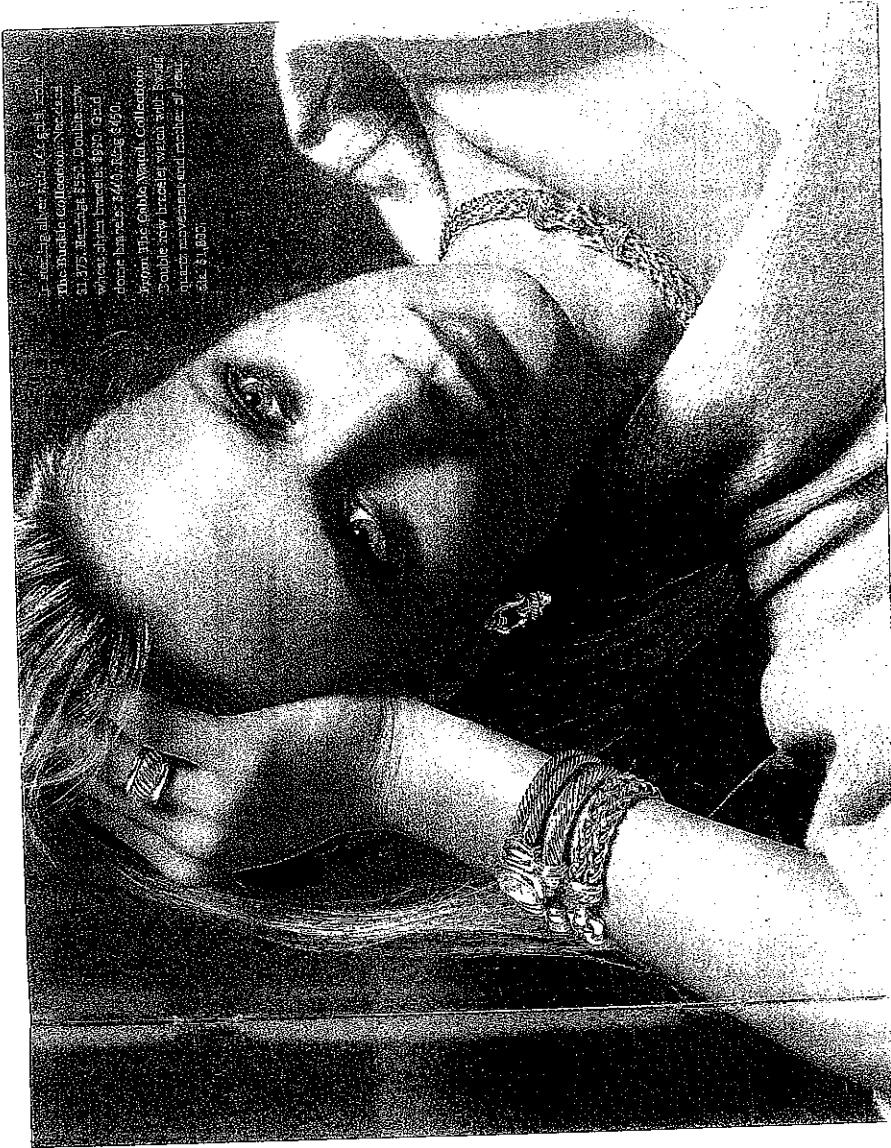
From The Cable Caper Collection, sterling silver and 14K gold. Blue topaz bracelet \$995. Large rings in blue topaz, citrine and lemon citrine \$850 each. Sterling silver and 14K gold bracelet watch with Swiss quartz movement and mother of pearl dial \$1,800.



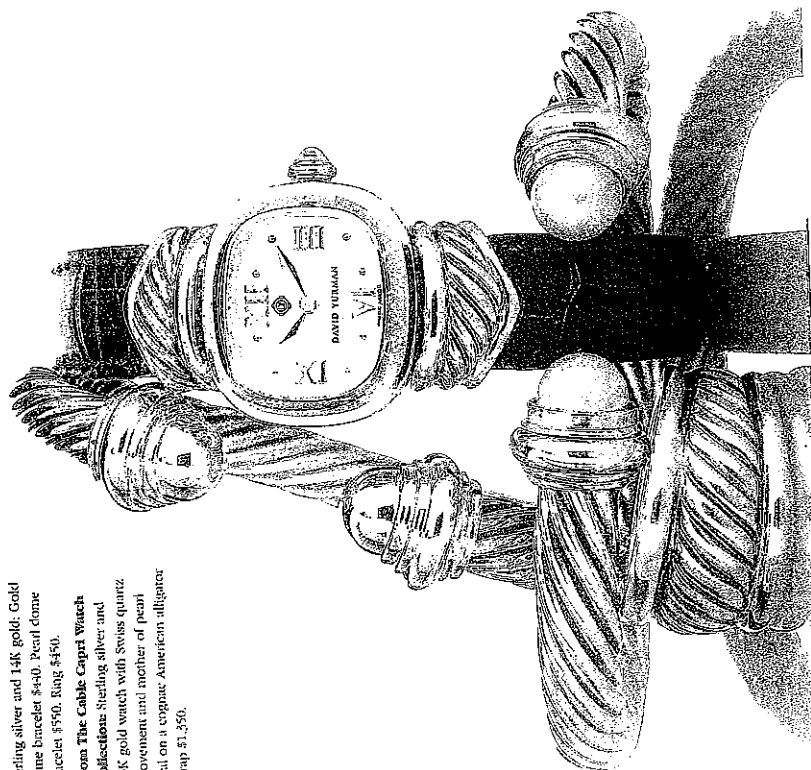
From The Blue Ice Collection™ blue clockwork, silver and pave diamonds in sterling silver and 18K gold. Bracelet \$2,800. Pendant \$995. Earrings \$1,980. Ring \$1,950. The Silver Ice Collection™ pave diamonds in sterling silver and 18K gold. Watch \$7,250. Stack ring \$1,250. Sterling silver and 14K gold. Small box chain 32" \$180. Icon chain with signature logo and pearls 32" \$495. (Not shown 16" \$325.)

DY-0025





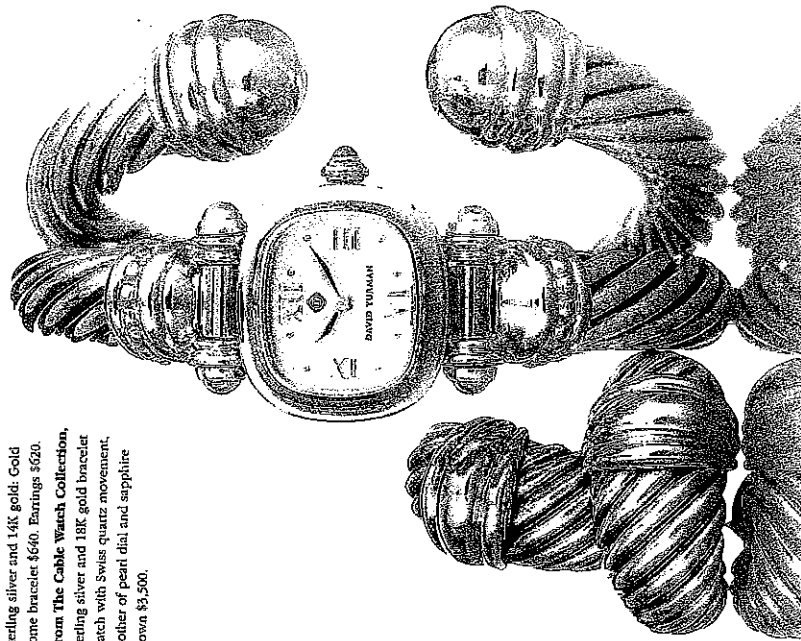
The Buckle Collection: New Case  
11.75. Buckle \$55. Double row  
white shell bracelet \$390. Gold  
tone bracelet \$440. Ring \$450.  
From The Cable Watch Collection:  
Double row bracelet watch with pearl  
movement and mother of pearl  
dial \$1,100.



Sterling silver and 14K gold. Gold  
dome bracelet \$440. Pearl dome  
bracelet \$550. Ring \$450.  
From The Cable Watch and  
Collection: Sterling silver and  
14K gold watch with Swiss quartz  
movement and mother of pearl  
dial on a genuine American alligator  
strap \$1,350.

DY-0026





Sterling silver and 14K gold: Gold dome bracelet \$640. Earrings \$620.  
From The Cable Watch Collection, sterling silver and 18K gold bracelet watch with Swiss quartz movement, mother of pearl dial and sapphire crown \$3,500.

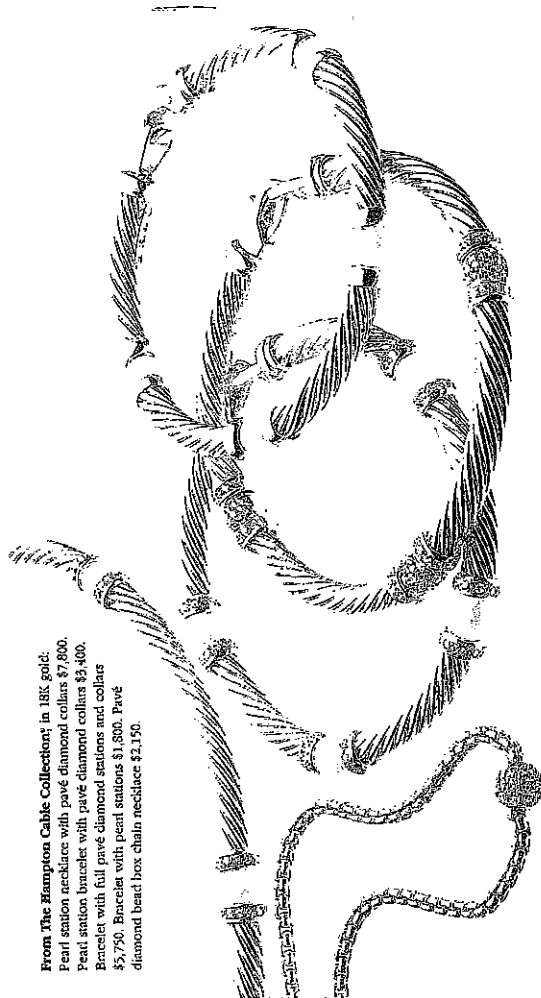


From The Hampton Cable Collection: In sterling silver and 14K gold: Pearl station necklace \$1,550. Pearl station bracelet \$685 each. Pearl dome bracelet \$590. Earrings \$340.

From the Silver Ice Collection: pave diamonds in sterling silver and 18K gold: Neck rings \$1,250 each. Small Noblesse cushion ring \$1,350.

From the Miras Series 9 Collection: sterling silver and 18K gold: Bracelet \$425. Ring \$495.

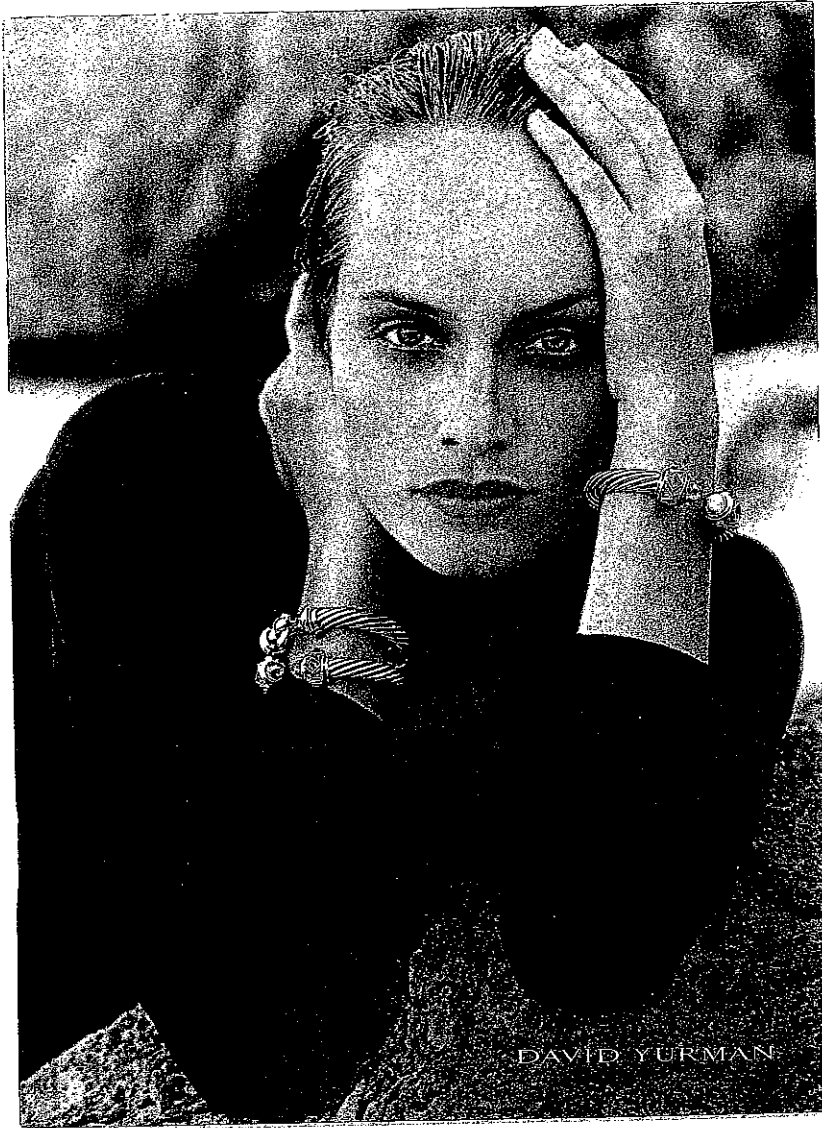
DY-0027



From The Hampton Cable Collection; in 18K gold:  
Pearl santon necklace with pave diamond collar \$7,800.  
Pearl santon bracelet with pave diamond collar \$3,400.  
Bracelet with full pave diamond santon and collar  
\$5,750. Bracelet with pearl santon \$1,800. Pave  
diamond bead box chain necklace \$2,150.

1997

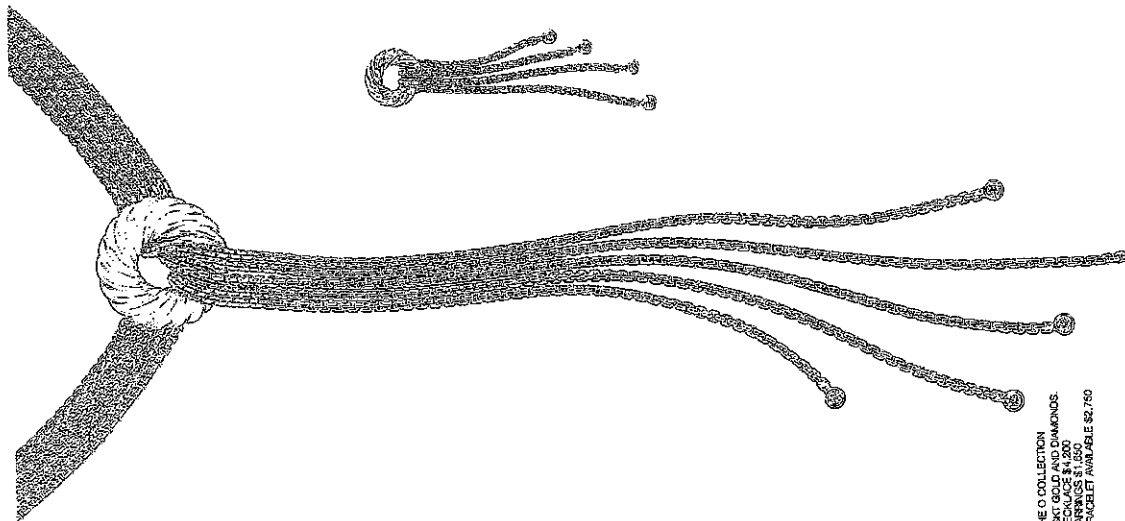
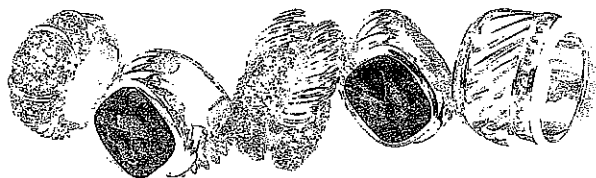
DY-0028



DY-0029



THE CABLE CLASSICS  
 18KT GOLD  
 DIAMOND CAPPI RING \$3,495  
 RHODOLITE GARNET RING \$2,420  
 DIAMOND CAPPI RING \$2,420  
 DIAMOND CAPPI RING \$2,420  
 DIAMOND BAND RING \$2,420



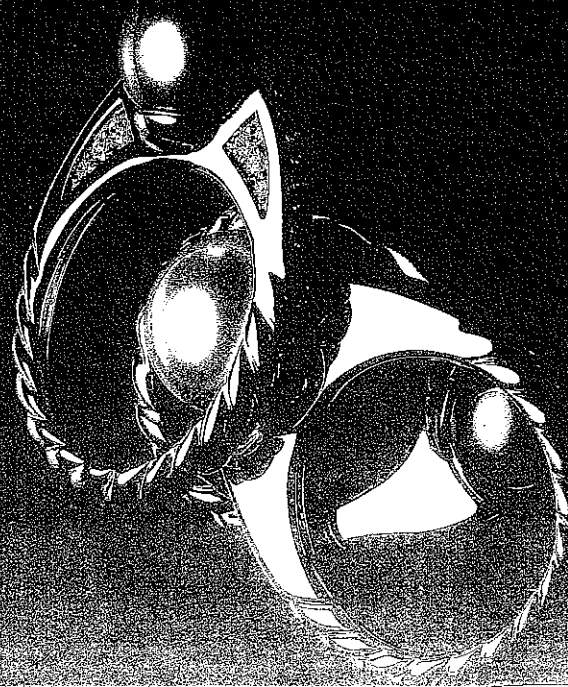
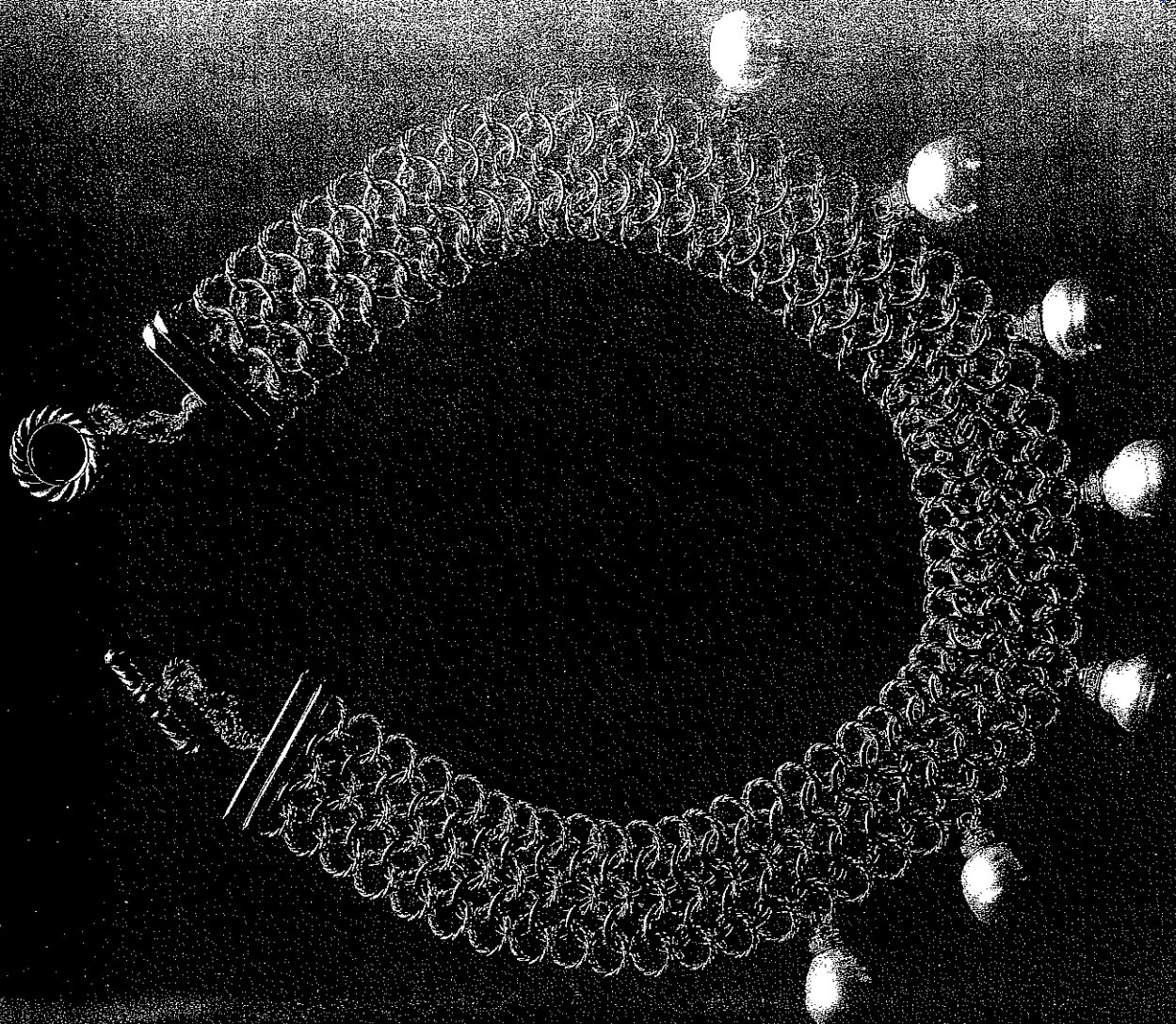
THE O COLLECTION  
 18KT GOLD AND DIAMONDS  
 EARRINGS \$1,150  
 BRACELET AVAILABLE \$2,750

DY-0030



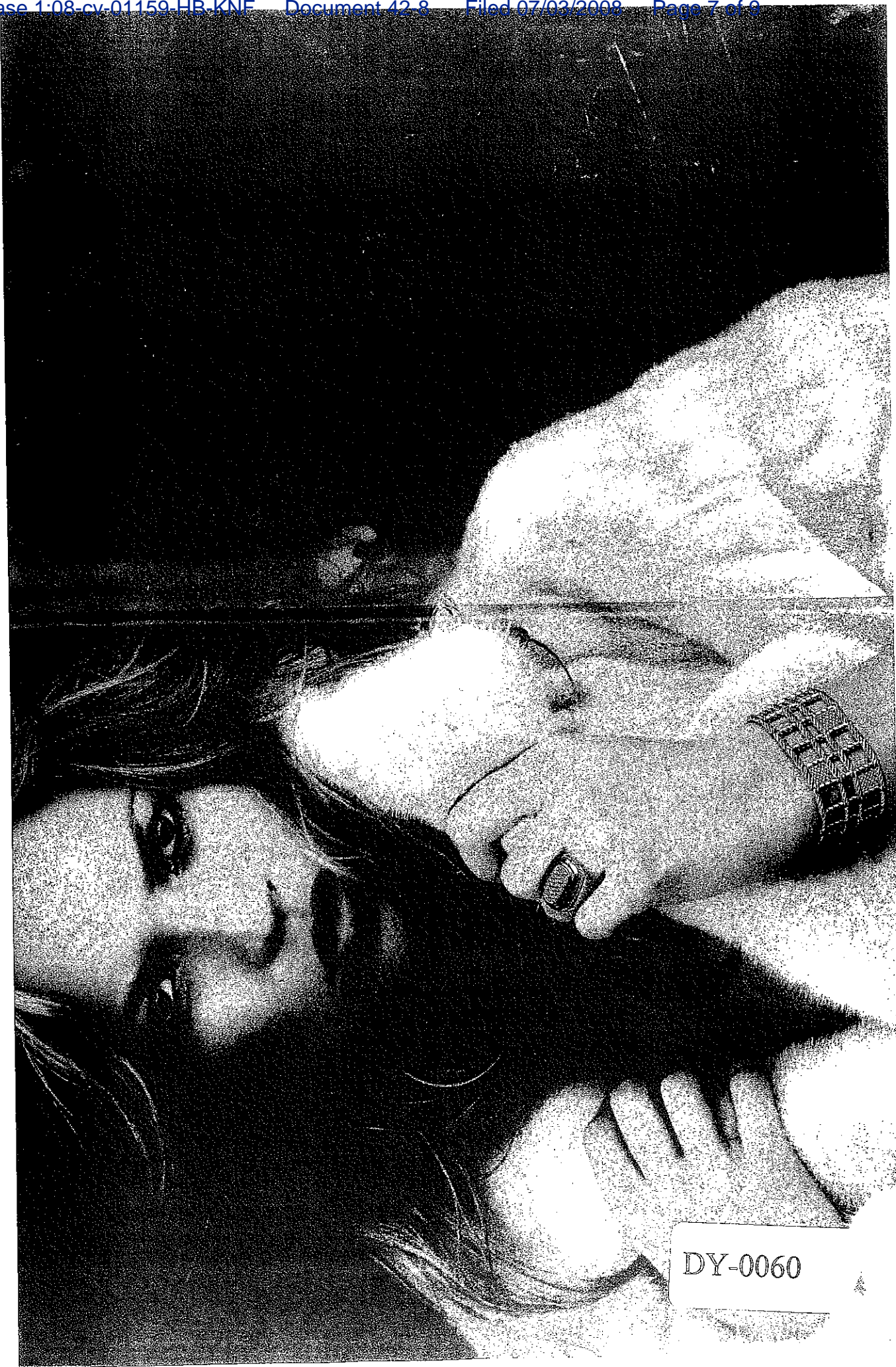
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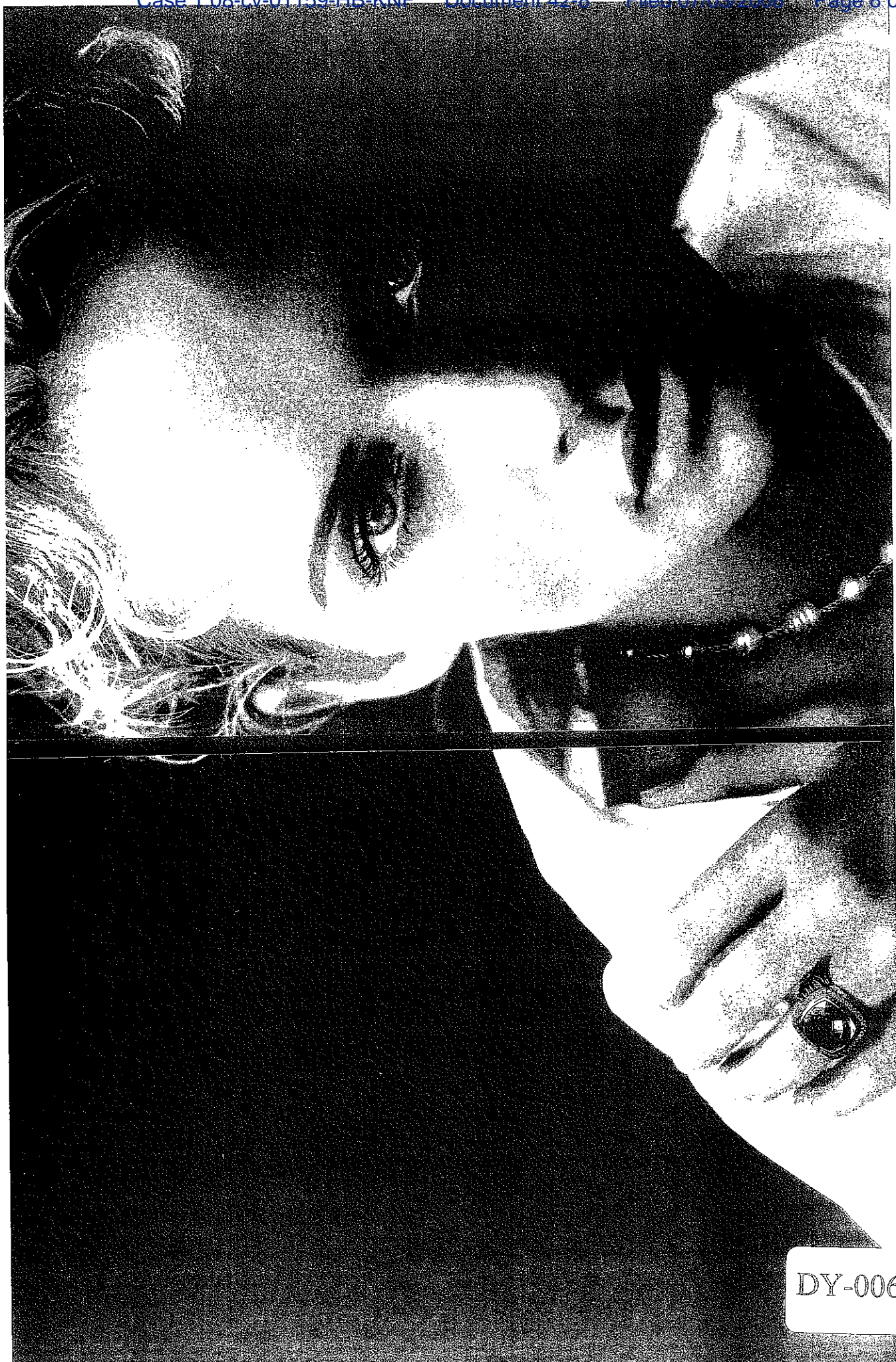
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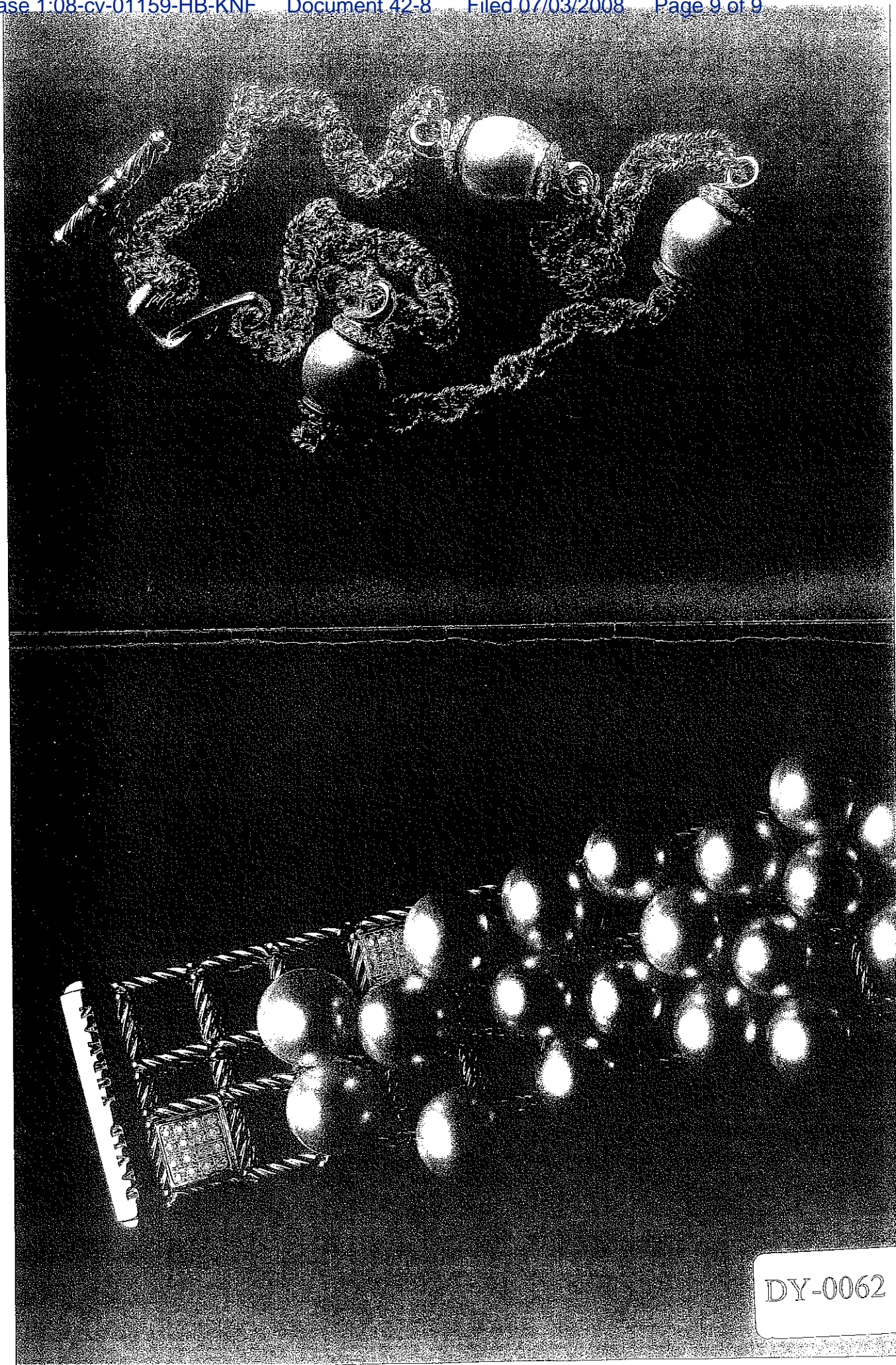
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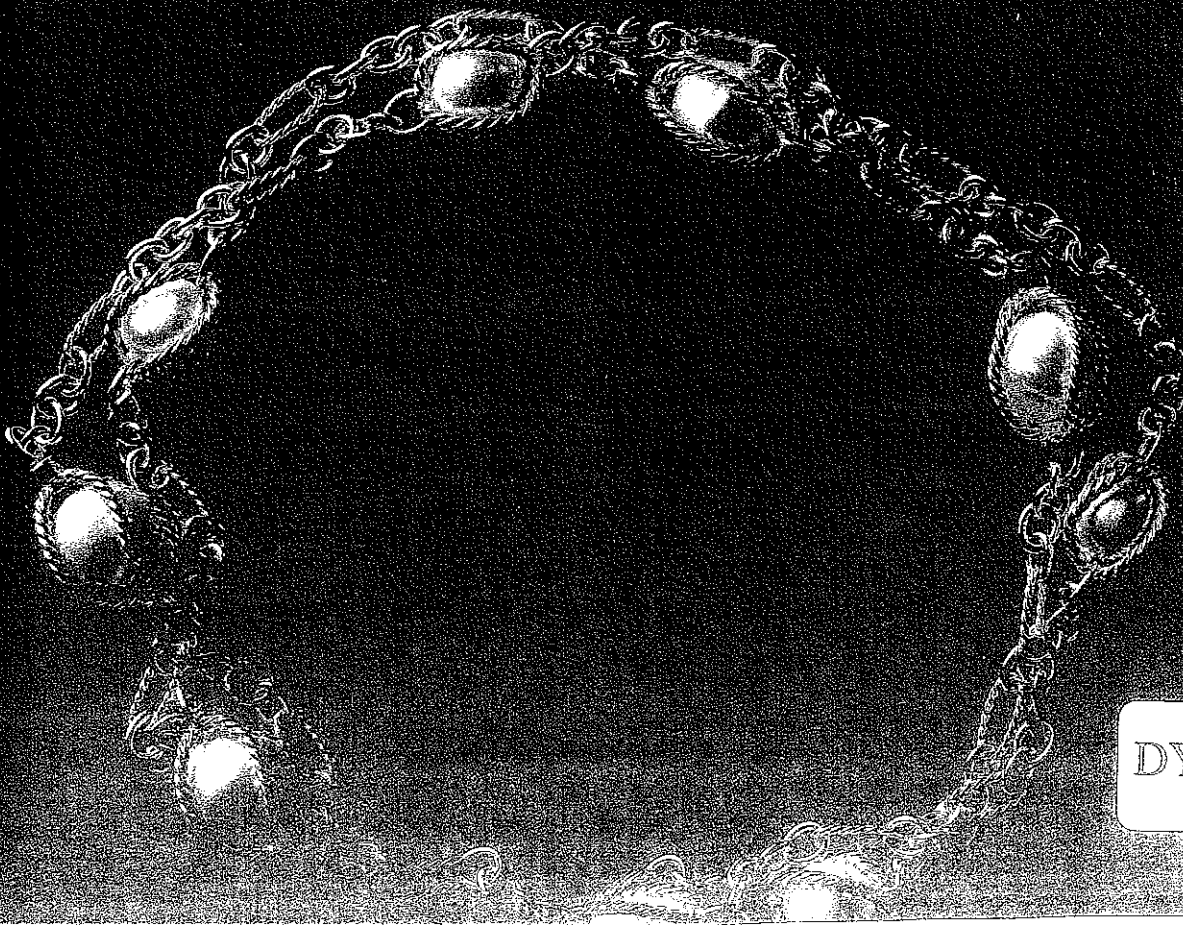
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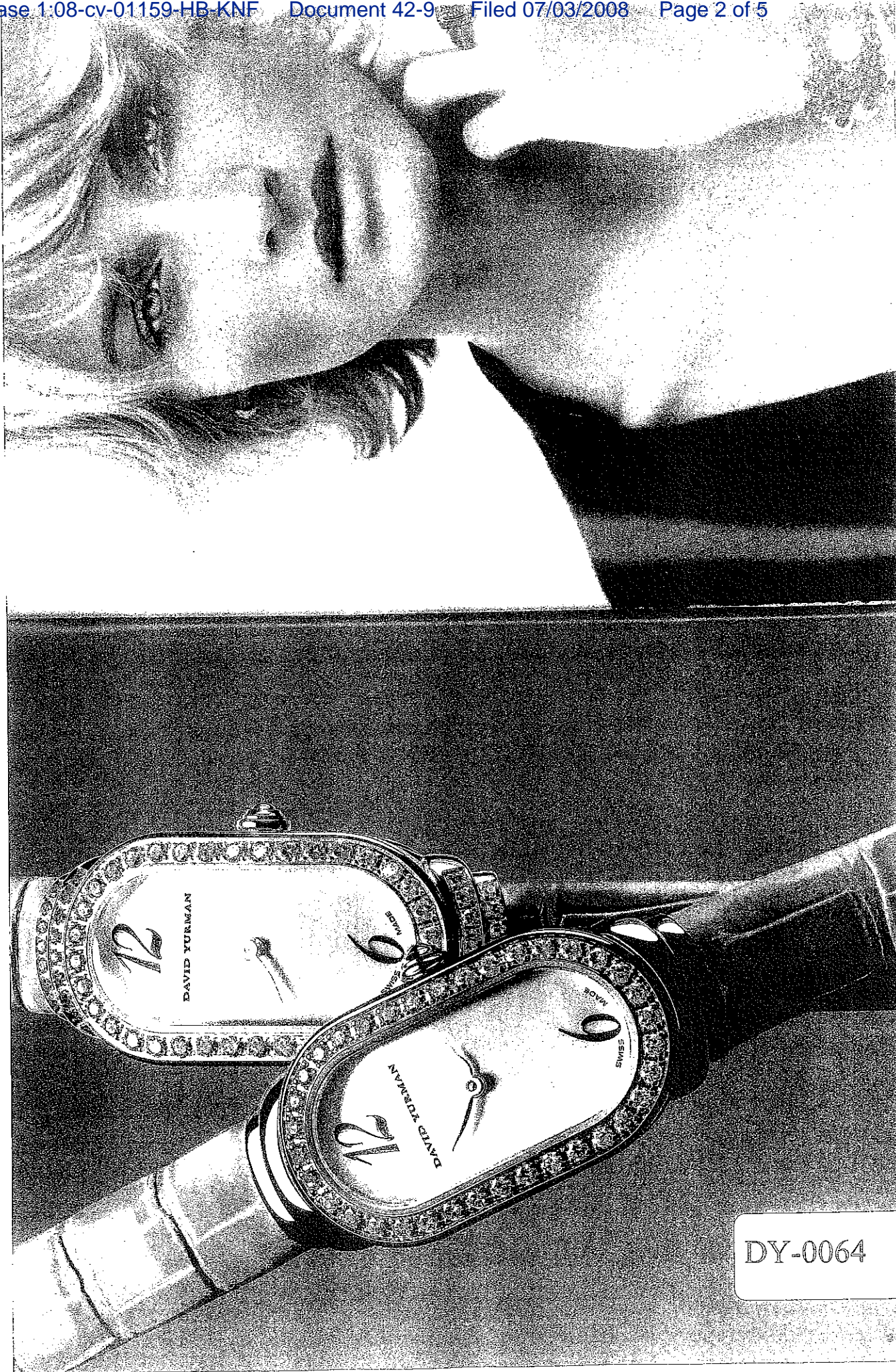
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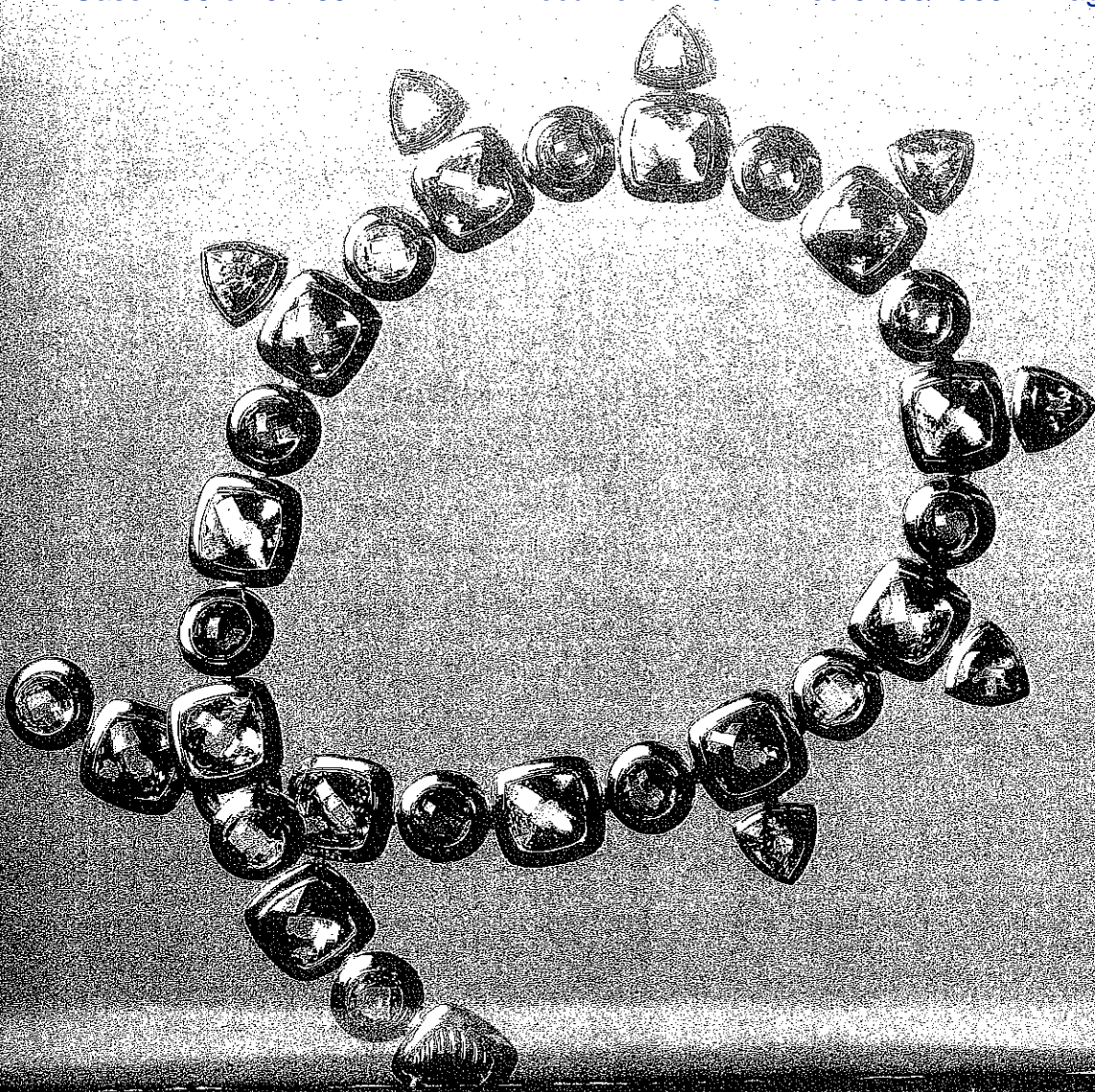
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DY-0064





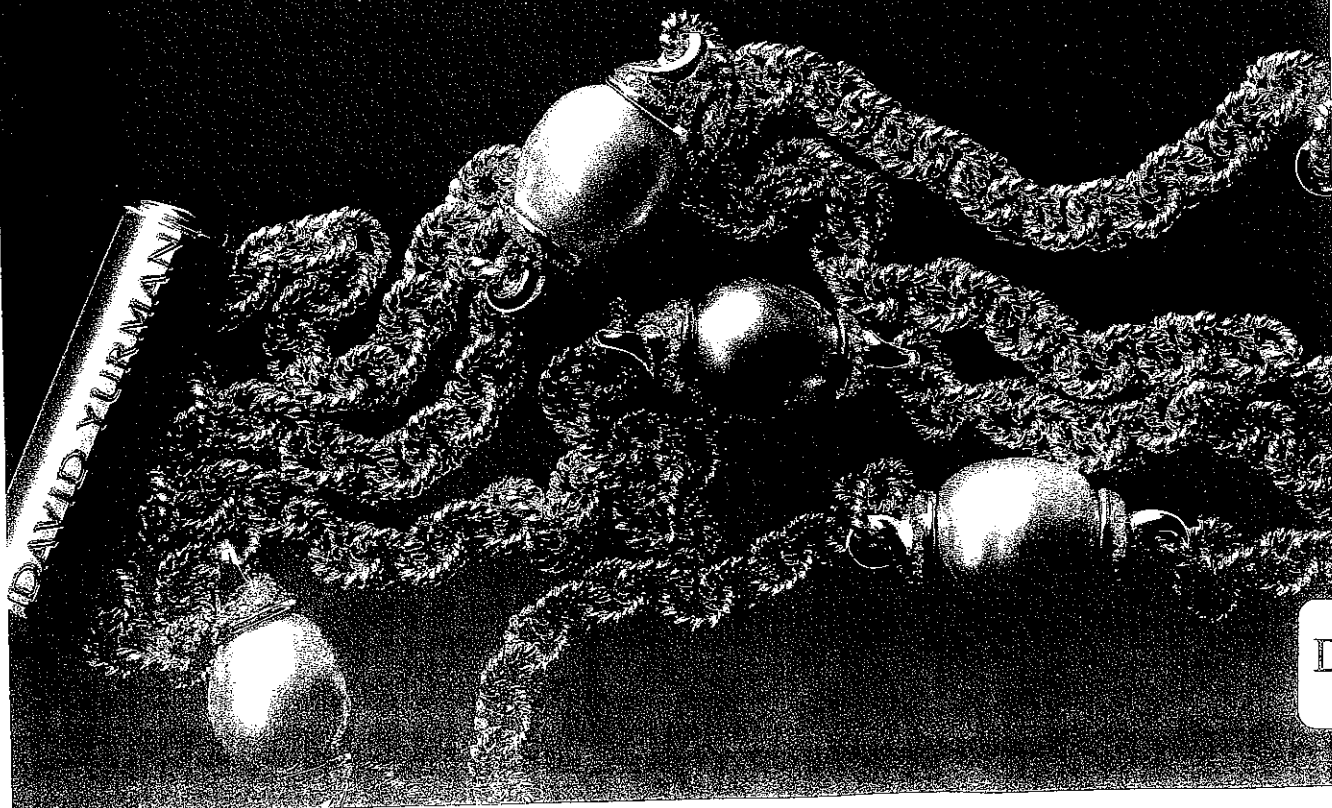
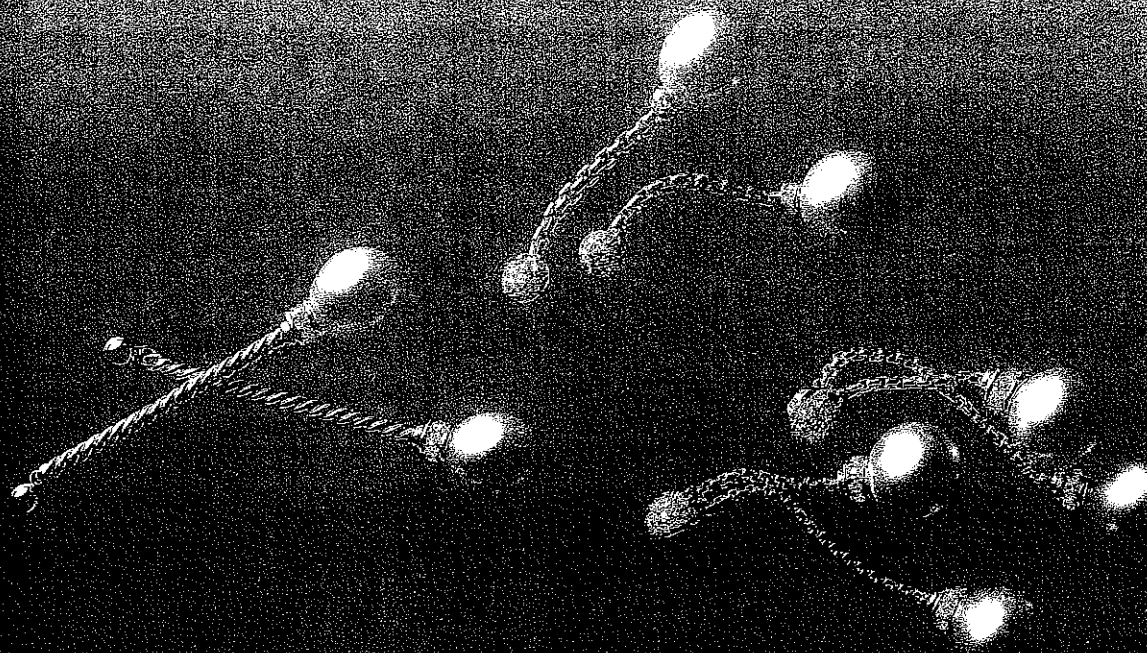
DY-0065





DY-0066





DY-0067



## FALL COLLECTION 2004



PAGE 1 COVER  
Tahiti Gray Pearl and Pavé Diamond Necklace  
in 18k Silver \$4,700  
Silver 16" Hubs in Sterling Silver \$400



PAGE 2  
Tahiti Gray Pearl and Diamond Ring in 18k  
Silver \$1,800  
South Sea Pearl Ring in 18k Silver \$1,250  
Tahiti Gray Pearl Ring in 18k Silver \$1,250

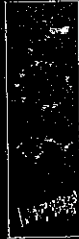


PAGE 3  
South Sea Pearl and Diamond Necklaces  
in Sterling Silver and 18k Silver \$4,350



PAGE 4  
Cage® Earrings with Pavé Diamond Accents  
Bypassed Aileen® Pavé Diamond Ring  
in Sterling Silver and 18k Silver \$2,500

PAGE 5  
South Sea Pearl and Diamond Necklaces in 18k Silver \$3,400  
Cage® Earrings and Diamond Split Shank  
Ring in Sterling Silver \$1,150



PAGE 6  
Cage® Earrings with Pavé Diamond Accents  
in 18k Silver \$2,200  
South Sea Pearl and Diamond Necklaces in Pure  
Silver and 18k Silver \$3,450

PAGE 7  
South Sea Pearl and Diamond Necklaces in 18k Silver \$3,400

PAGE 8  
South Sea Pearl and Diamond Drop on 18k  
Multi Box Chain Necklace \$1,950



PAGE 12  
Cage® Earrings in 18k Silver  
with Pink Mother-of-Pearl Dial, Diamond Bezel  
and Accents on Alligator Strap \$8,500  
Medean Cable® Triplets® Silver  
and Diamond Bezel on Alligator Strap \$4,200

PAGE 13  
Cage® Hoop in Sterling Silver \$400  
South Sea Pearl and Diamond Necklaces  
in Pure Silver and 18k Silver \$4,300  
Worn as a Bracelet  
\$450  
Diamond Split Shank Ring in Sterling Silver  
\$1,150

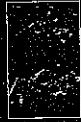


PAGE 14  
Cage® Hoop in 18k Silver \$500  
Cage® Hoop in 18k Silver \$500  
Cage® Hoop in 18k Silver \$500

PAGE 15  
Cage® Hoop in 18k Silver \$500  
Cage® Hoop in 18k Silver \$500  
Cage® Hoop in 18k Silver \$500



PAGE 16-17  
Cage® Hoop in 18k Silver \$500  
Cage® Hoop in 18k Silver \$500  
Diamond Crossover® Bracelet in 18k Silver \$2,600



PAGE 18  
South Sea Pearl and Diamond Bracelet in Pure  
Silver and 18k Silver \$4,250

PAGE 19  
South Sea Pearl and Diamond Stick Earrings  
in 18k Silver \$1,750  
in Sterling Silver \$1,400  
South Sea Pearl and Diamond Teardrop  
Earrings in 18k Silver \$3,900



PAGE 21  
Tahiti Gray Pearl and Diamond Necklaces  
in Sterling Silver and 18k Silver \$3,975  
Tahiti Gray Pearl and Amethyst Necklaces  
with 18k White Gold Clasp \$3,000



PAGE COVER  
South Sea Pearl Necklaces with Diamond Accents  
in 18k Silver \$4,850

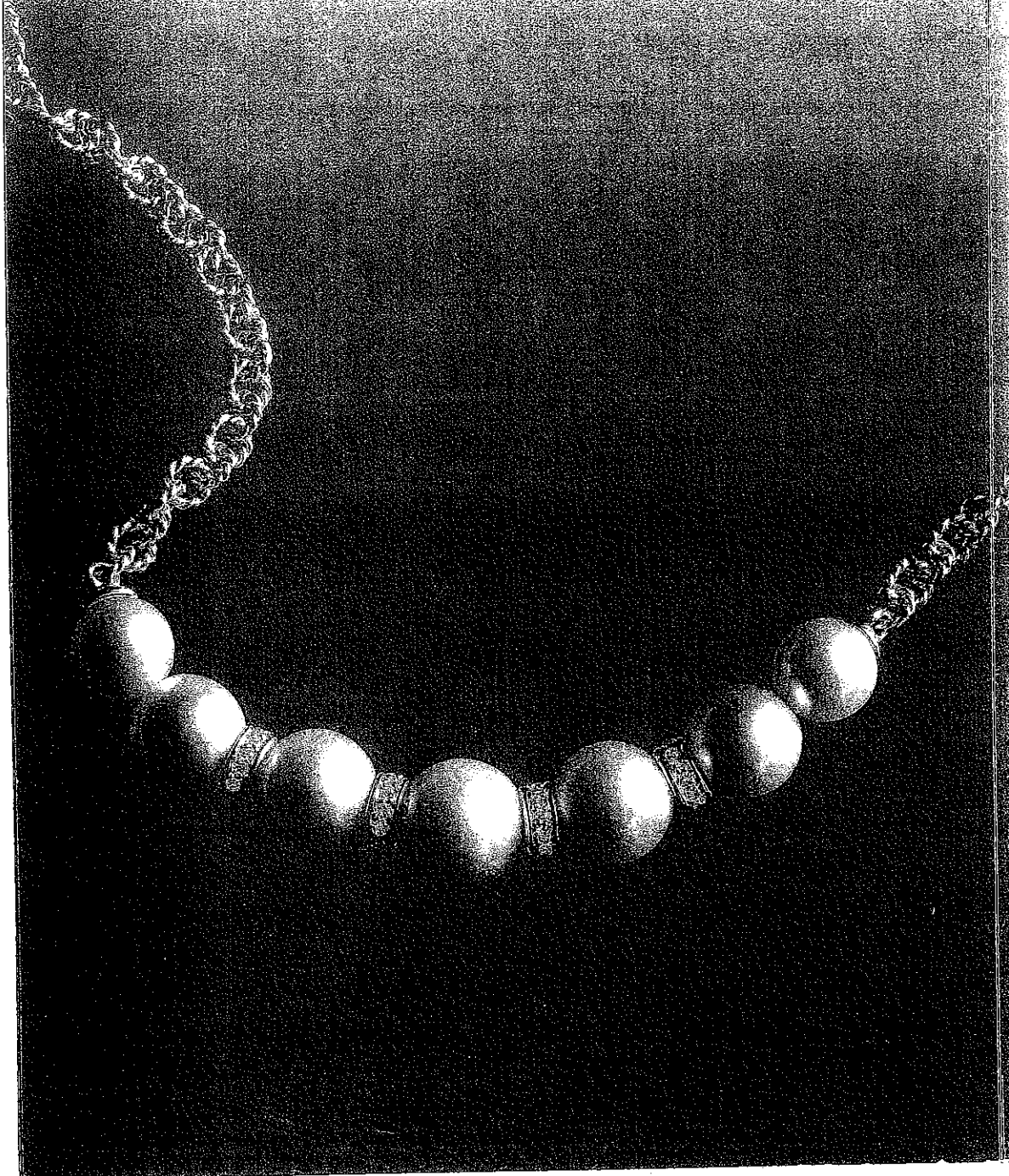
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DY-0068



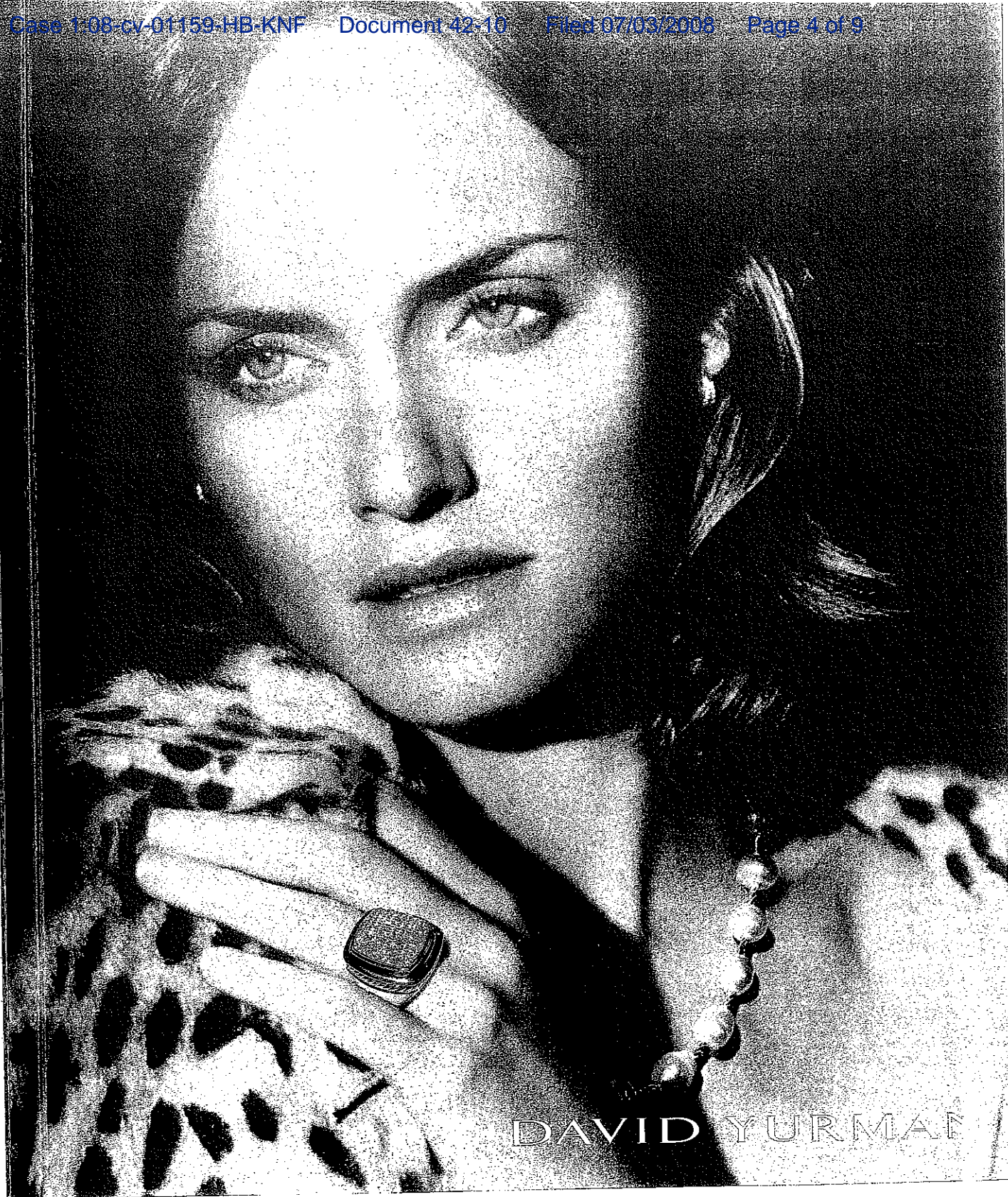


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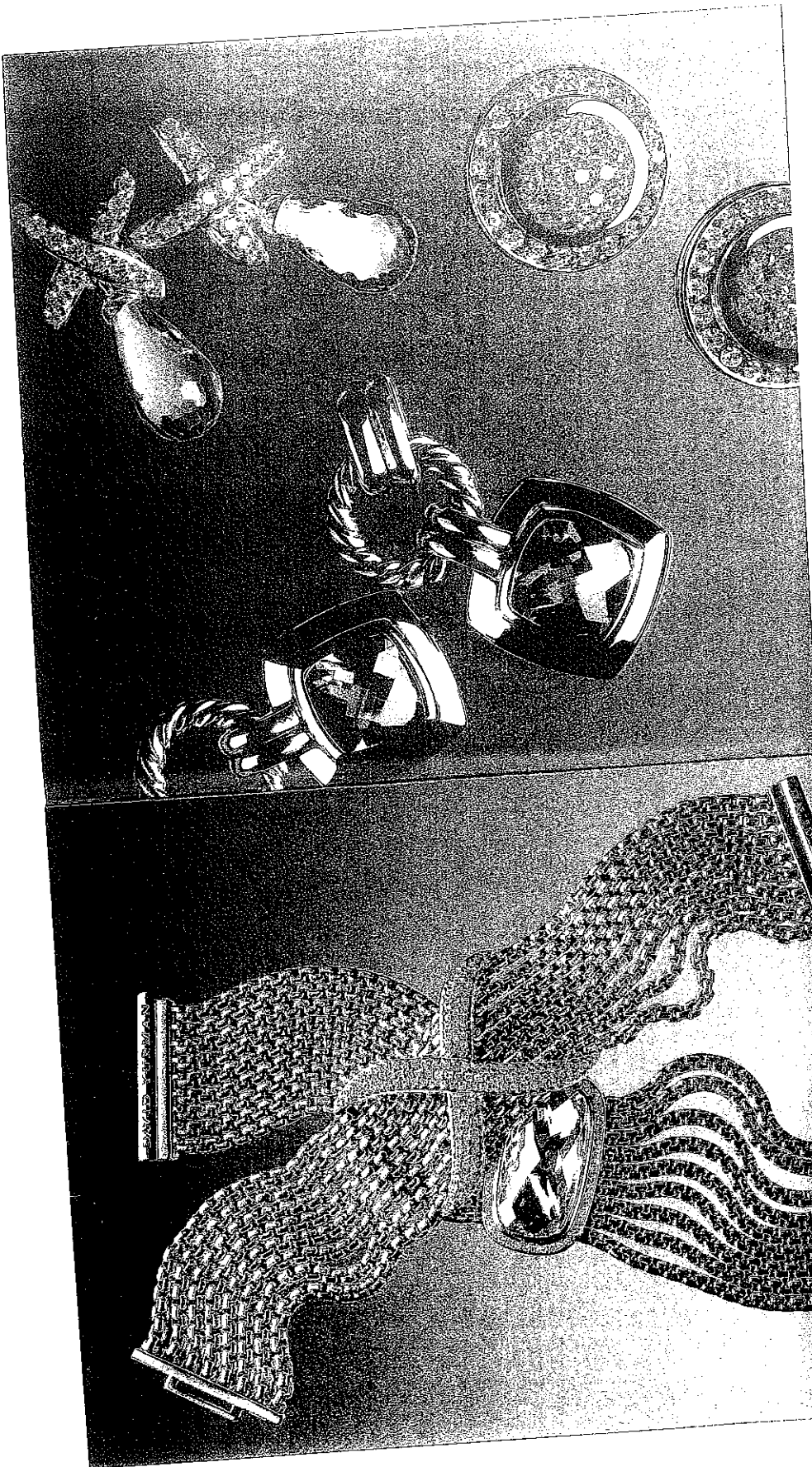
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DY-0079

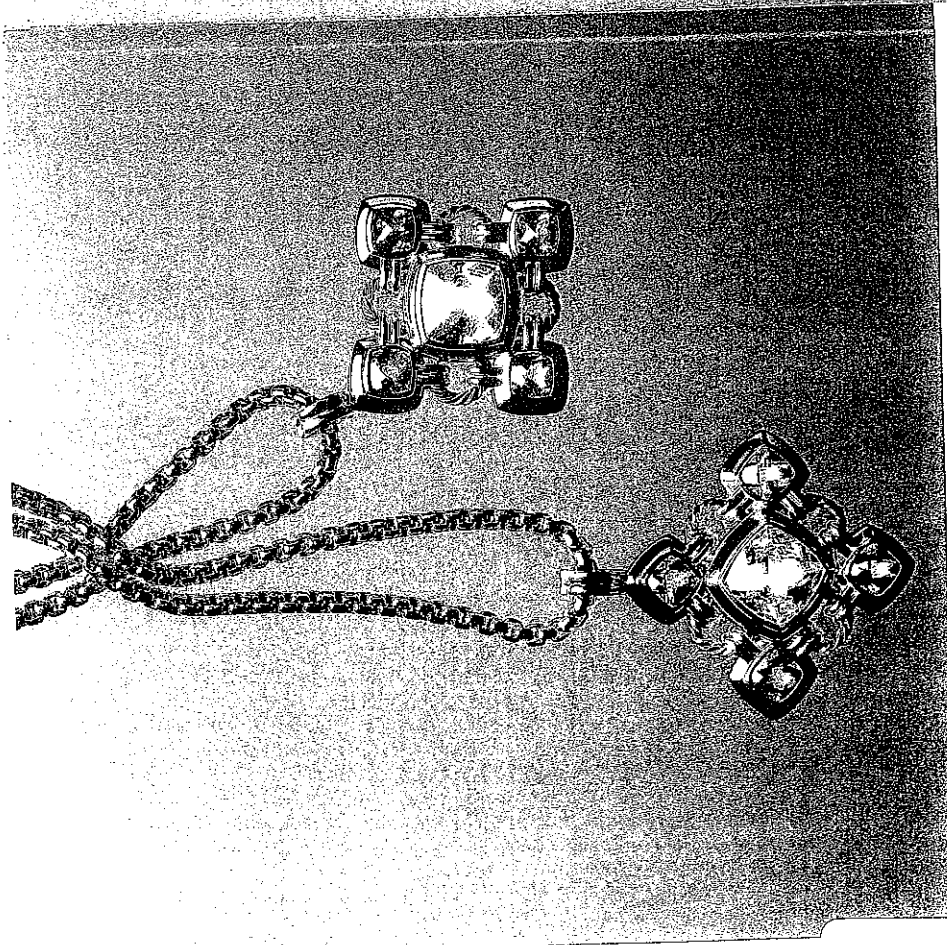




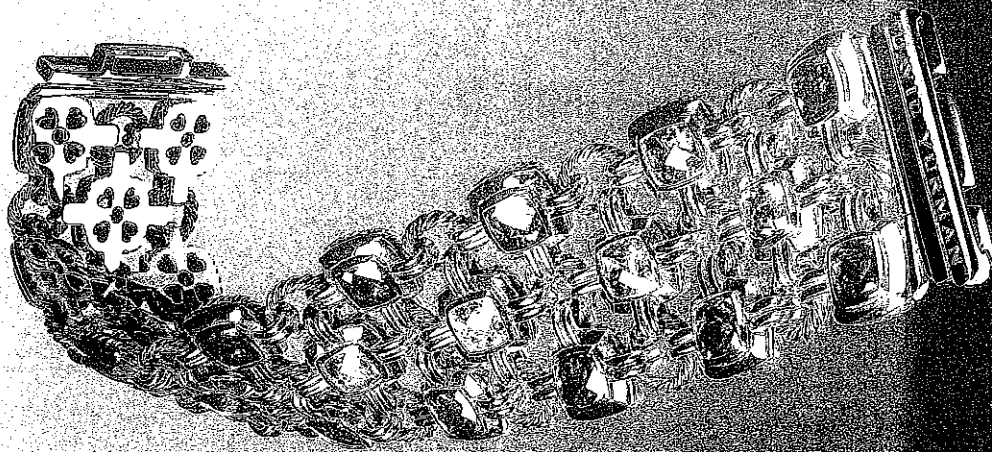
COVER, Cultured South Sea Pearl Necklace in 18k Gold \$6,400, Pavé Diamond Albion® Ring in Sterling Silver and 18k Gold \$3,850, Diamond Earrings in 18k Gold \$1,250, CPPT® POSTIE PACE, Blue Topaz and Diamond Elongated Albion® Multi Row X Chain Bracelet in Sterling Silver \$2,950, Pavé Diamond X Multi Row Box Chain Bracelet in Sterling Silver \$3,900, THIS PACE, Linked Renaissance Earrings in Sterling Silver with London Blue Topaz \$425, X Collection Earrings in Sterling Silver with Blue Topaz and Pavé Diamonds \$650, Silver Ice® Round Pavé Diamond Earrings in Sterling Silver \$1,750.

DY-0080



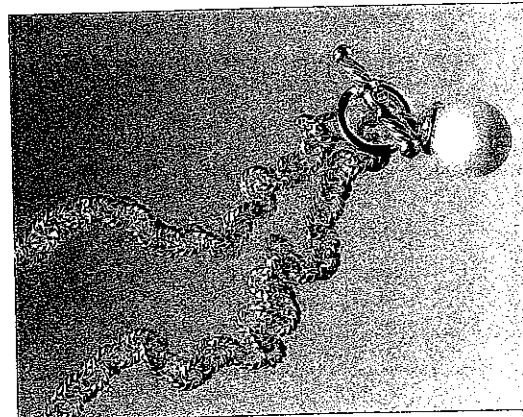
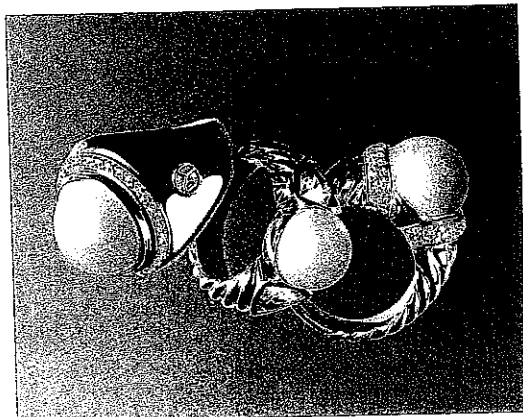
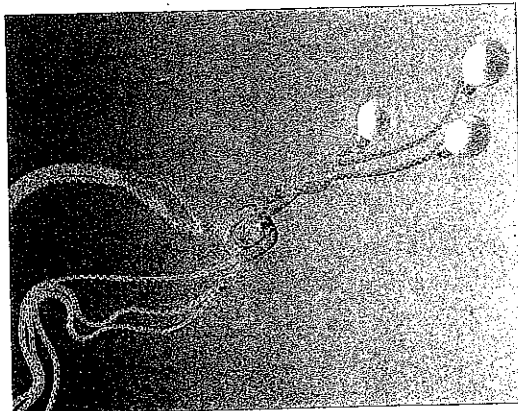
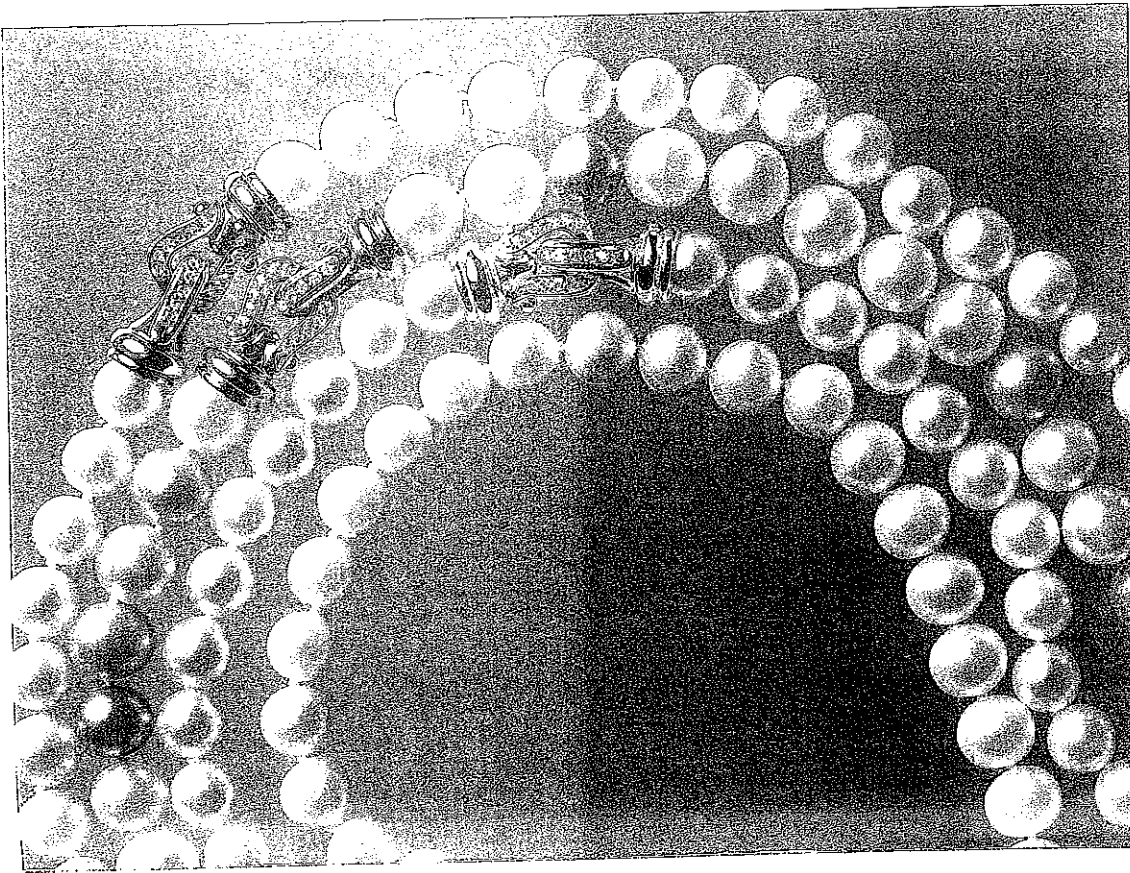


THIS PAGE. Linked Renaissance Enhancers, Blue Topaz and London Blue Topaz in Sterling Silver \$850. Lavender Amethyst and Amethyst in Sterling Silver \$850. Sterling Silver and 14k Gold Box Chains \$170 - \$250. OPPOSITE PAGE. Linked Renaissance Bracelet, Amethyst and Lavender Amethyst in Sterling Silver \$2,250.



DY-0081

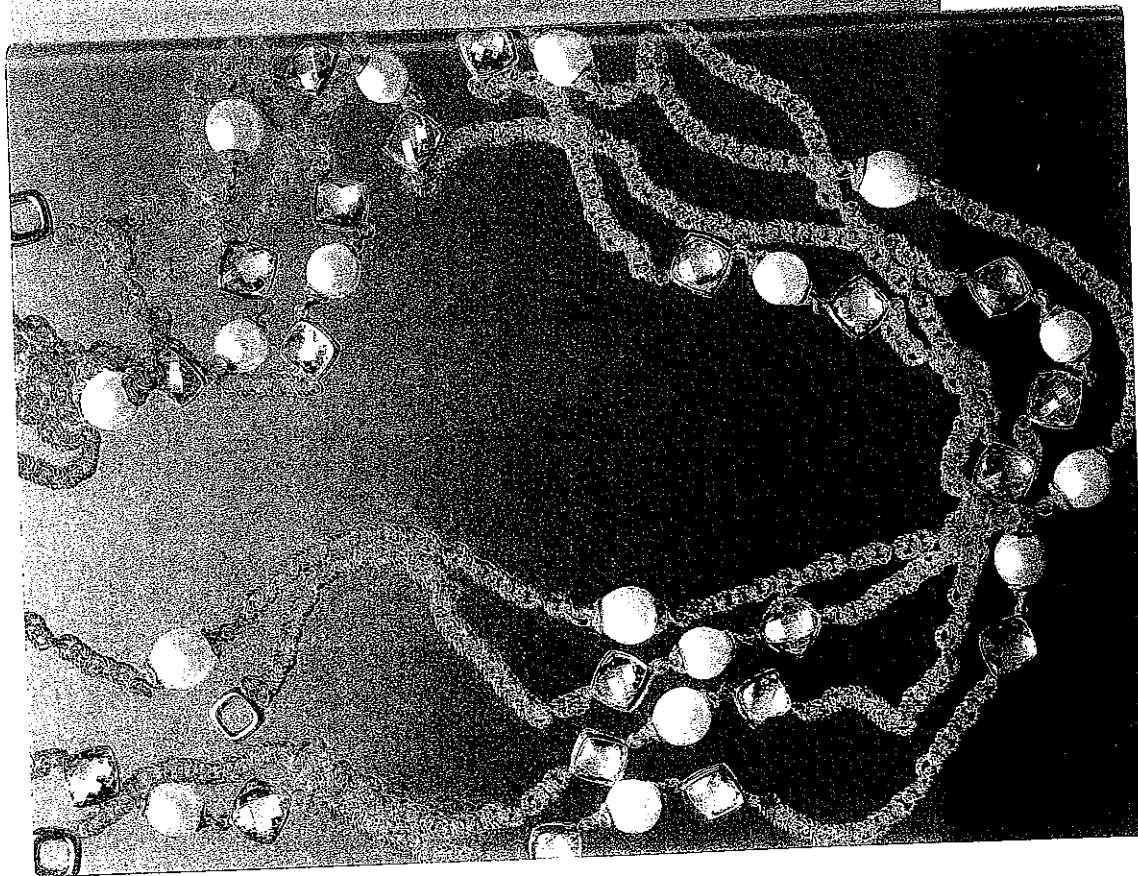




THIS PAGE, Top Left - Mabe Pearl and Diamond Center™ Ring in Sterling Silver \$1300, Cultured South Sea Pearl Ring in Sterling Silver \$1300, Cultured South Sea Pearl and Peridot Trillion Ring in 18k Gold \$2450, Cultured South Sea Pearl and Pavé Diamond Ring in 18k Gold \$3950, Top Right - Cultured South Sea Pearl and Diamond Necklace in 18k Gold \$5950, Bottom - Cultured South Sea Pearl and Diamond Drop Toggle Necklace in Sterling Silver and 18k Gold, 16" \$1350, OPPOSITE PAGE, Cultured Freshwater Pearl Strands with Buckle Clasp, Available in 16", 18", 32" and 100" Lengths \$675 - \$7050.

DY-0082

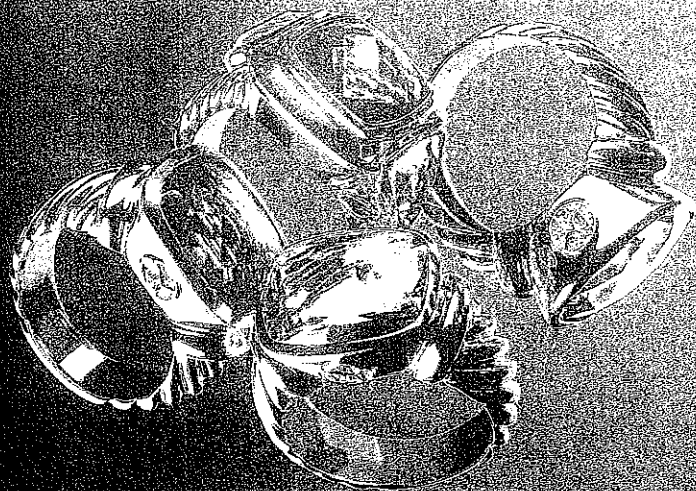
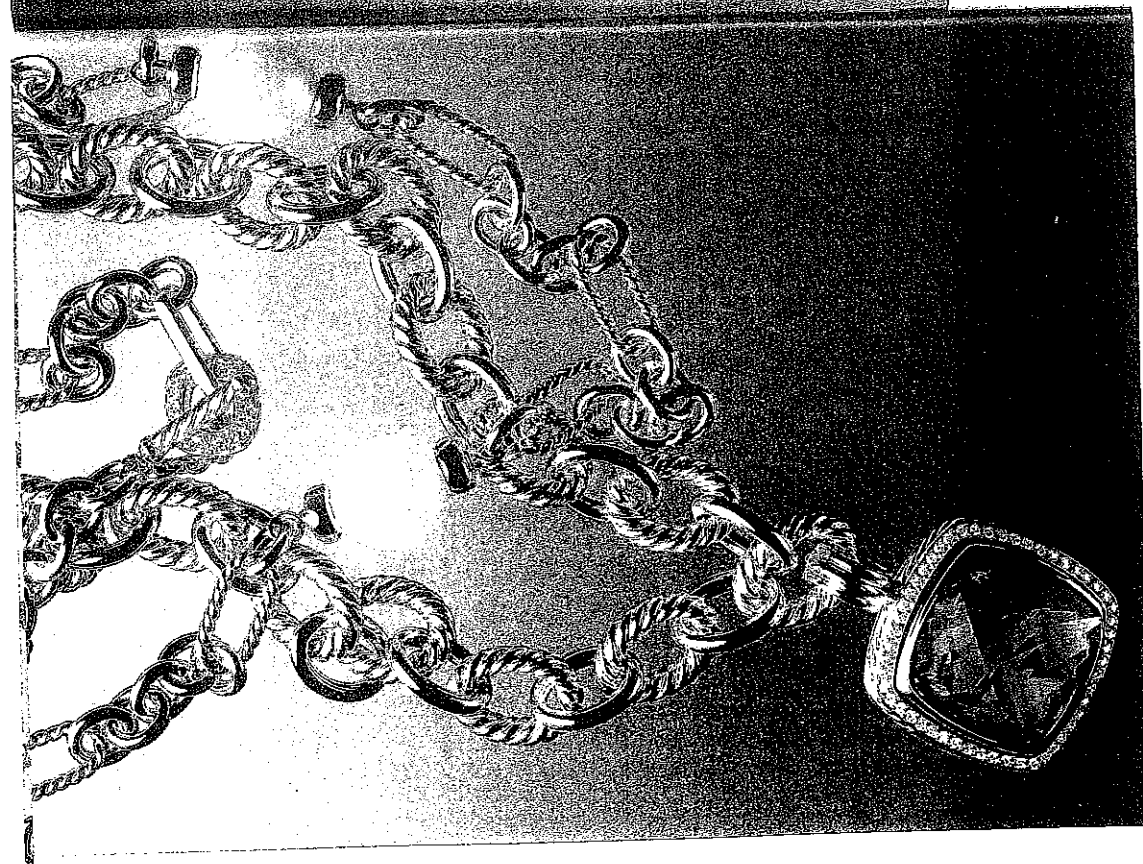




OPPOSITE PAGE: Cultured South Sea Pearl and Diamond Necklaces in Sterling Silver and 18k Gold, 34" \$6,900.  
Cultured South Sea Pearl and Gemstone Necklaces in Sterling Silver and 18k Gold, 32" Blue Topaz, Prasiolite, Lavender  
Amethysts \$3,900. THIS PAGE: Silver Ice® Crossover Collection: Sterling Silver, 14k White Gold and Pavé Diamonds.  
Two-Row Bracelet \$1,450, Cuff \$2,200, Linked Bracelet \$1,350.

DY-0083

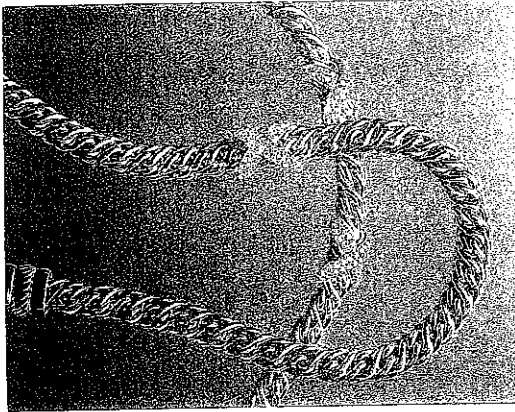
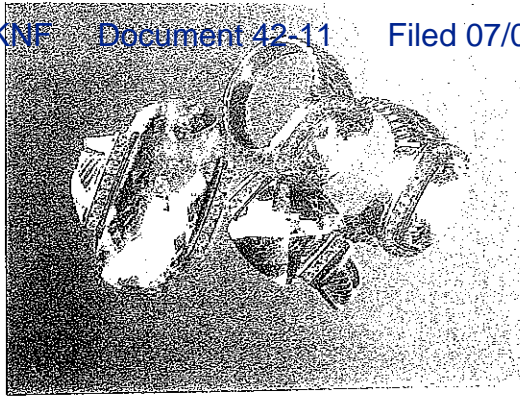
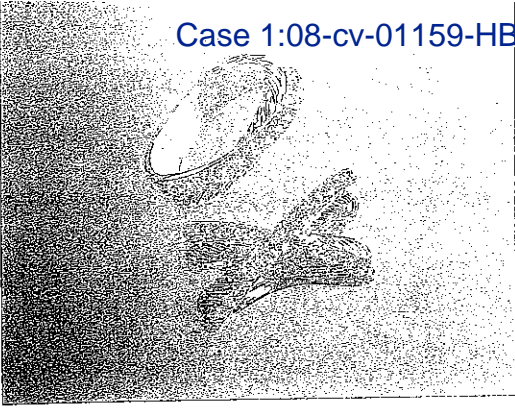




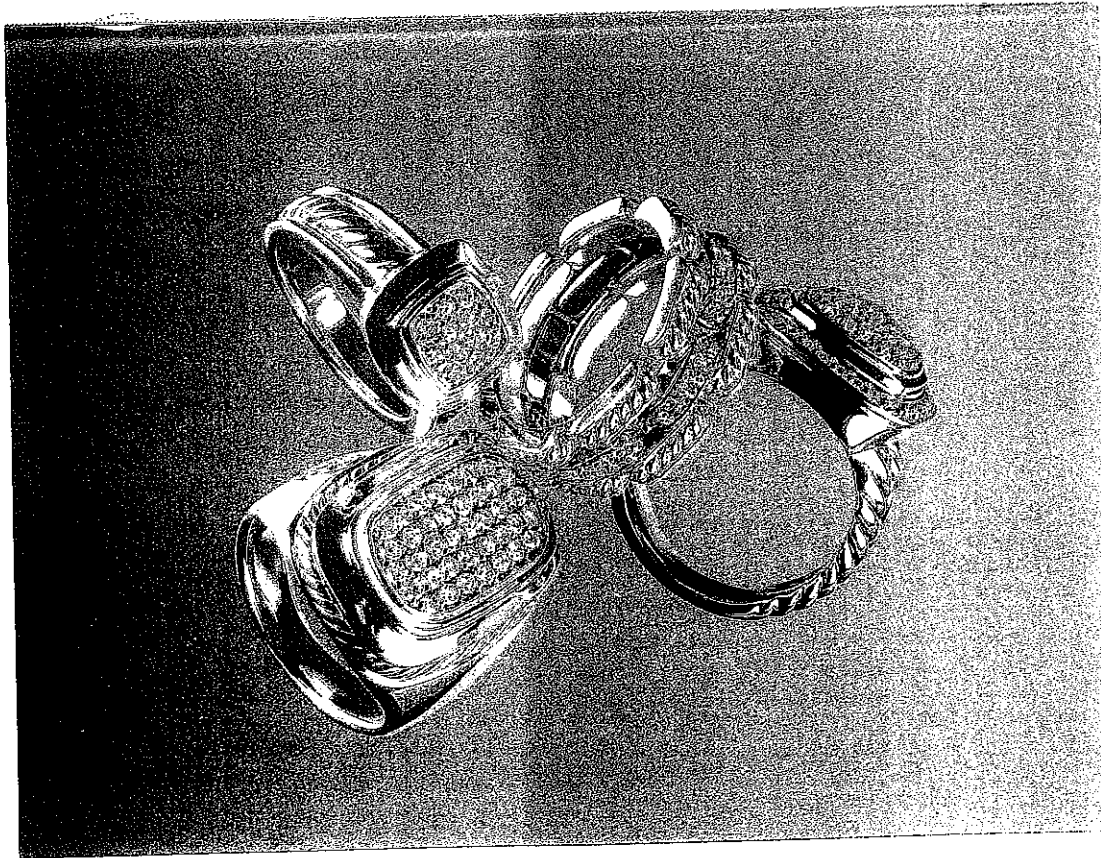
OPPOSITE PAGE: South Sea Pearl and Pavé Diamond Necklace in 18k Gold, 34" \$11,500. Altman® Collection  
Enhancer: Smoky Quartz and Pavé Diamonds in 18k Gold \$4,100. 18k Gold Oval Link Necklace, 16" \$3,950. T.H.  
PACE Renaissance Collection Split Shank Ring in Cinnamon Quartz, Citrine and 18k Gold \$2,750. Noblesse Collection  
Rings: Lemon Citrine in Sterling Silver and 14k Gold \$740. Citrine in 18k Gold \$1,450. Amethyst in 18k Gold \$1,450.

DY-0084



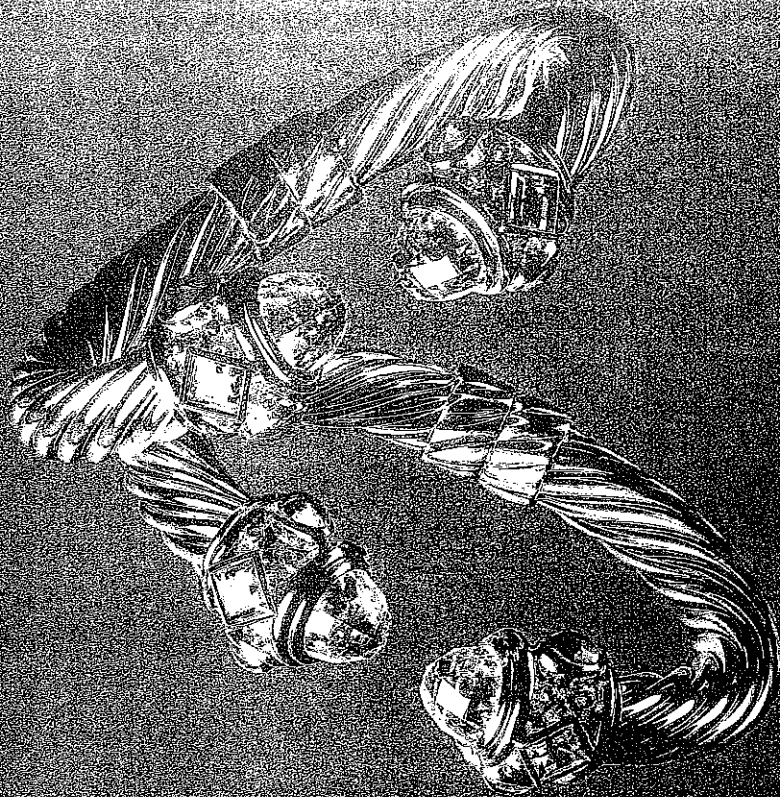


OPPOSITE PAGE, Gateline® Collection Pavé Diamond Link Ring in 18k Gold \$2,500. Albion® Collection Pavé Diamond Split Shank Ring in Sterling Silver \$1,200. Pavé Diamond Ring in Sterling Silver and 18k Gold \$790. Elongated Pavé Diamond Ring in Sterling Silver and 18k Gold \$2,650. THIS PAGE, Top Left - Silver Ice® Lyrica X Collection Double Pavé Diamond X Bracelet in Sterling Silver \$2,650. Pavé Diamond X Necklace in Sterling Silver \$2,100. Top Right - Silver Ice® Crossover Collection Sterling Silver and Pavé Diamond Rings, Narrow \$625, Wide \$1,250. Bottom - The Sage® Collection Prasiolite and Diamonds in Sterling Silver Cushion Deco Ring \$1,100. Albion® Split Shank Ring \$950. The Lavenderice® Collection Lavender Amethysts and Diamonds in Sterling Silver, Elongated Deco Ring \$1,750. Albion® Split Shank Ring \$1,200.



DY-0085

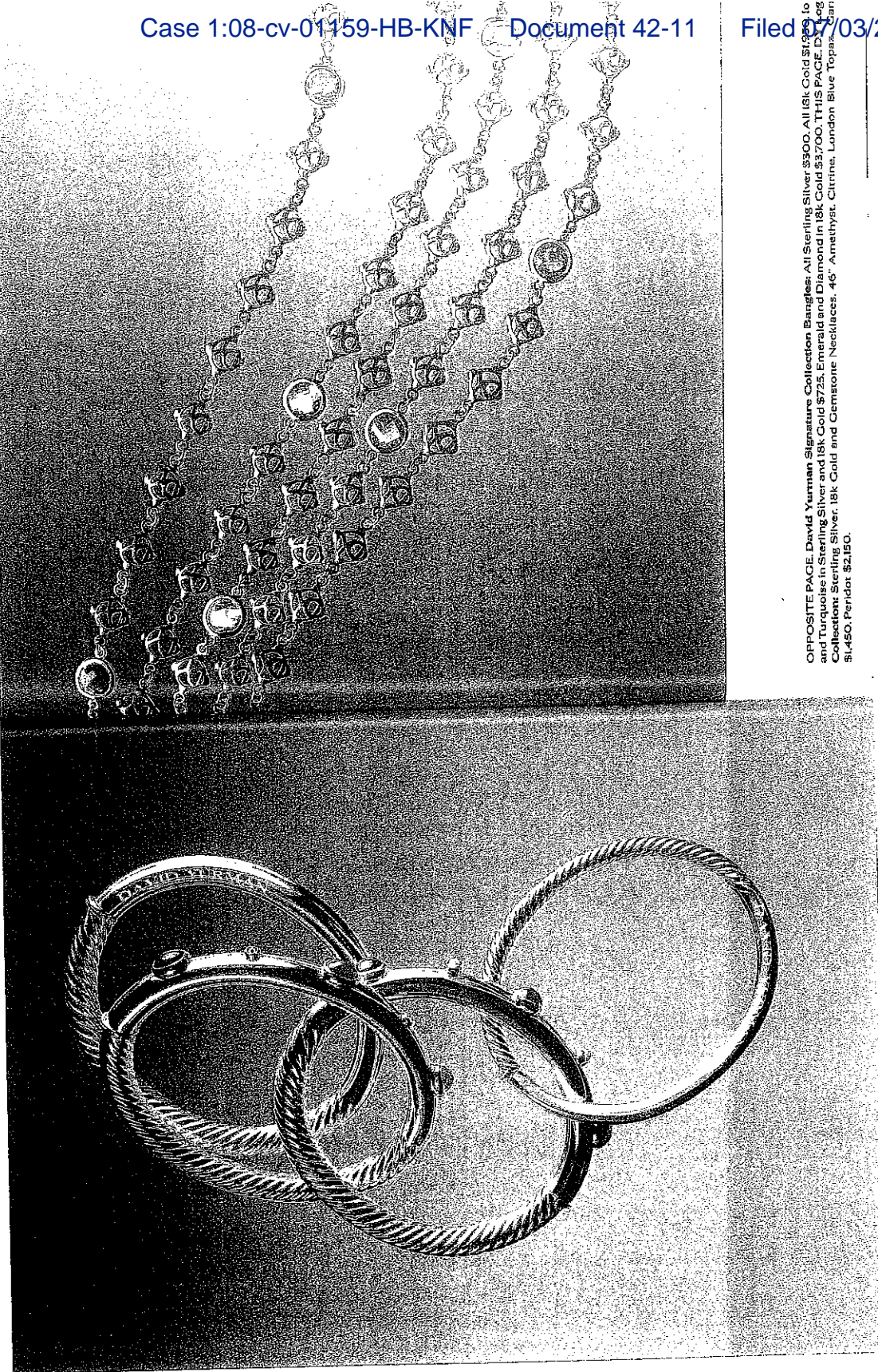




Savanna™ Tourmaline and Diamond Deco Rings™ in 18k Gold \$2,590, 18k Gold Eternity Band in Tsavara™

DY-0086

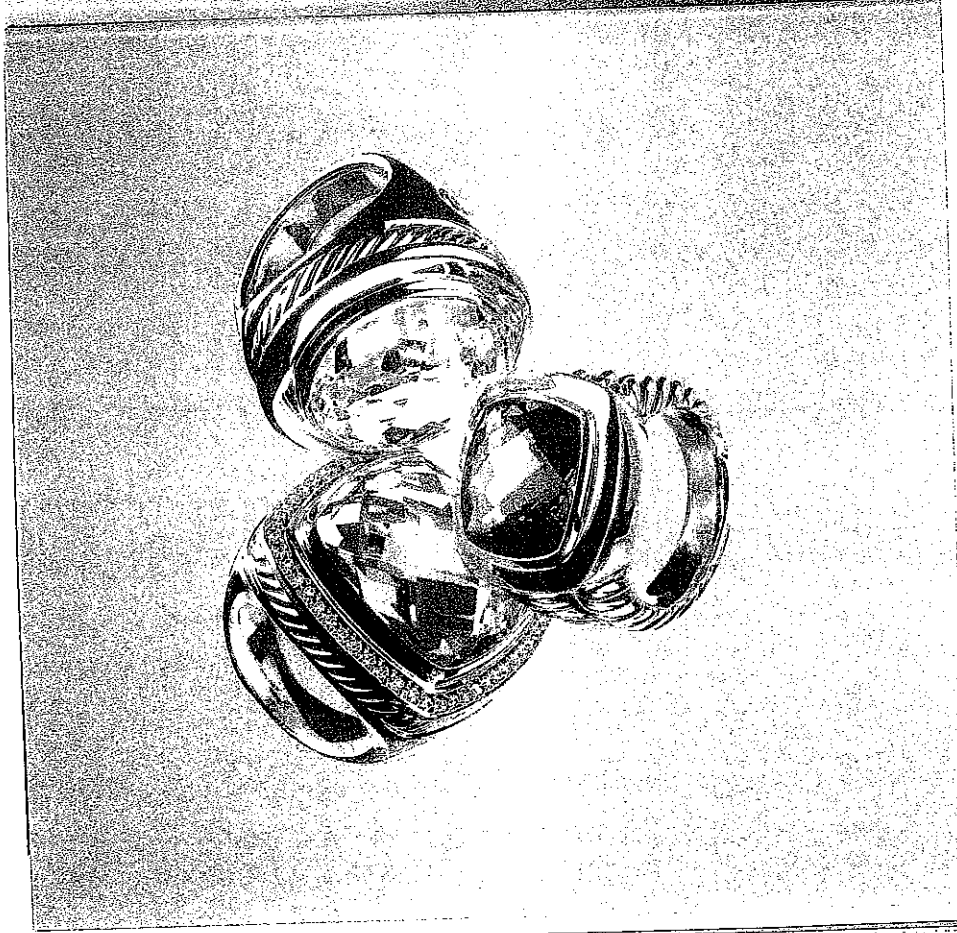
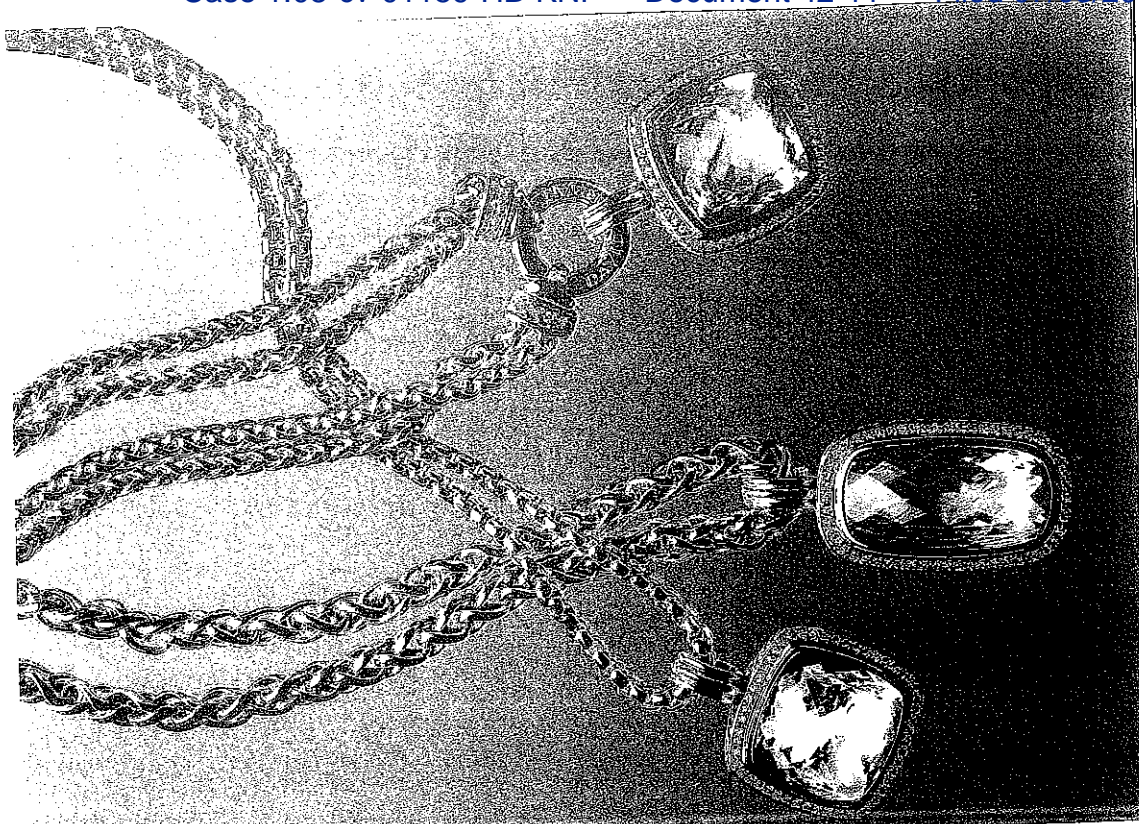




OPPOSITE PAGE: David Yurman Signature Collection Bangles: All Sterling Silver \$300. All 18k Gold \$1,995. 10 and Turquoise in Sterling Silver and 18k Gold \$725. Emerald and Diamond in 18k Gold \$3,700. THIS PAGE: David Yurman Signature Collection: Sterling Silver, 18k Gold and Gemstone Necklaces, 46" Amethyst, Citrine, London Blue Topaz, Garnet \$1,450. Peridot \$2,150.

DY-0087

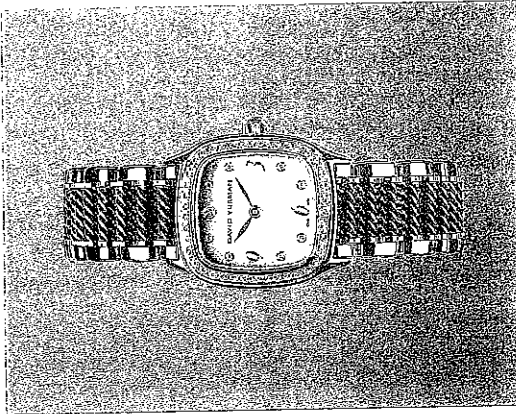
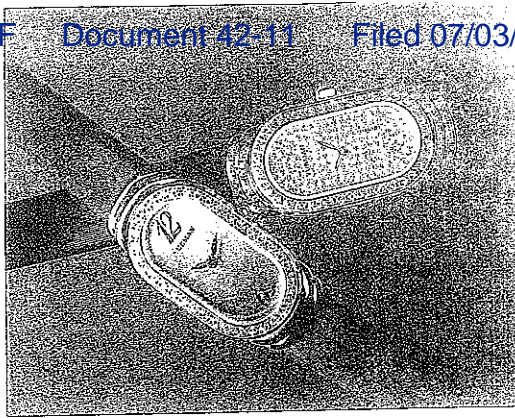
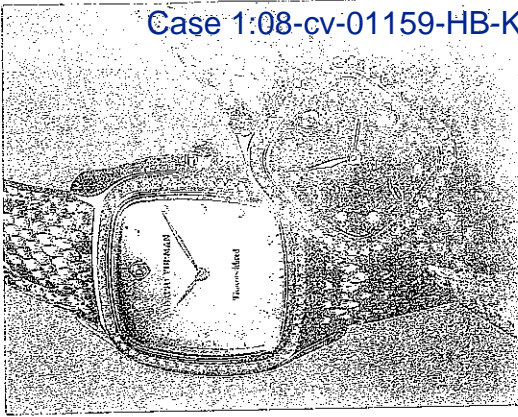




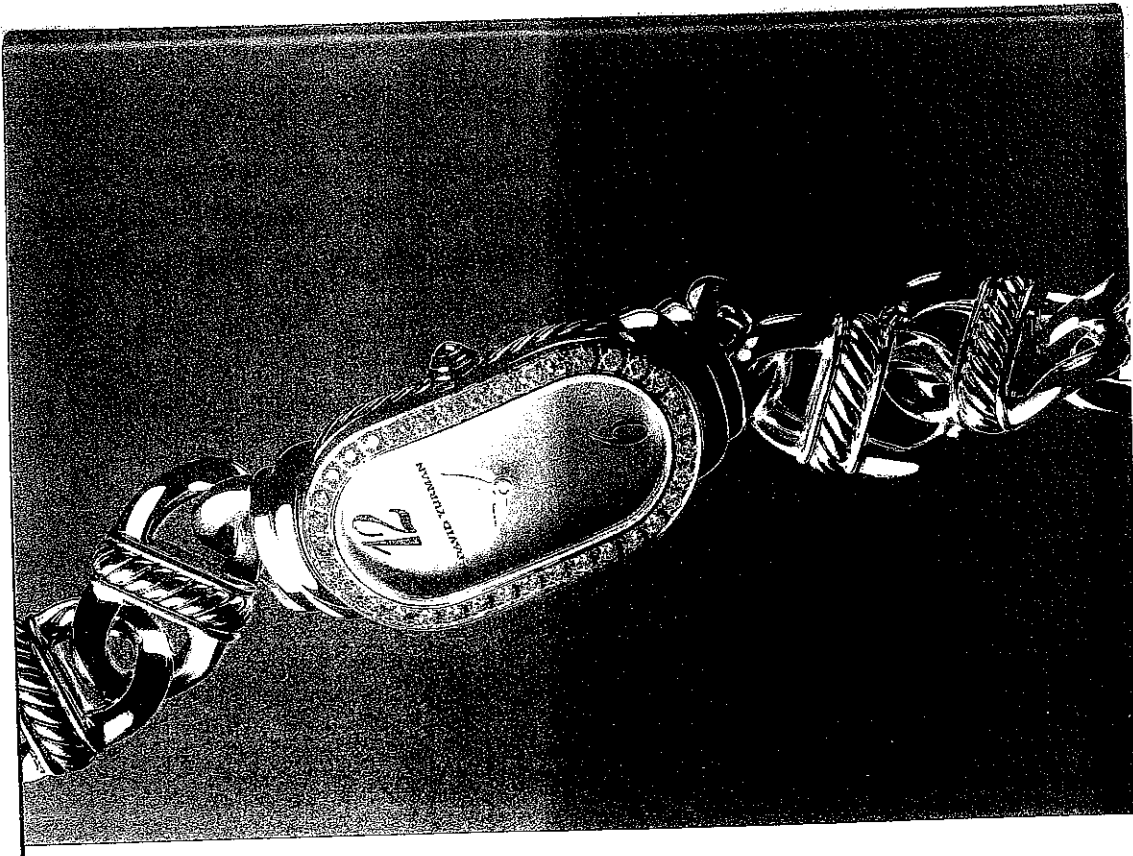
THIS PAGE, Amethyst Split Shank Albion® Ring in Sterling Silver and 18k Gold \$950, Blue Topaz and Diamond Albion® Ring in Sterling Silver \$1950, Lemon Citrine "Covise"™ Ring in Sterling Silver and 18k Gold \$1250, OPPOSITE PAGE, Albion® Collection Enhancers in Sterling Silver, Champagne Citrine and Diamonds \$2,050, Sterling Silver and 14k Gold Box Chain, 16" \$170, Blue Topaz and Diamonds \$2,350, Sterling Silver, and 14k Gold Wheat Chain, 16" \$500, Lavender Amethyst and Diamonds \$2,050, Sterling Silver Double Wheat Chain with Diamonds, 16" \$980.

DY-0088





OPPOSITE PAGE, Madison Cable™ Timepiece in Sterling Silver and Stainless Steel, Mother-of-Pearl Dial, Diamond Bezel, Sterling Silver Chain Bracelet, Swiss Quartz "ETA" Movement \$4,500. THIS PAGE, Top Left - The Thoroughbred Watch Collection: Ladies Thoroughbred Watch in Stainless Steel and 18K Gold, Mother of Pearl Dial, Diamond markers and Bezel, Swiss Quartz "ETA" Movement \$4,500. Top Right - Thoroughbred Watch Collection: Sterling Silver and Stainless Steel, Mother-of-Pearl Dial, Diamond Markers and Bezel, Python Strap. Swiss Quartz "ETA" Movement \$3,950. Sterling Silver and Stainless Steel, Black Mother-of-Pearl Dial, Diamond Markers and Bezel, Python Strap. Swiss Quartz "ETA" Movement \$3,400. Bottom - Petite Madison Cable™ Timepiece Collection in 18K Gold, Pink Mother-of-Pearl Dial, Diamond Bezel, Eggplant High Tech Satin Strap. Swiss Quartz "ETA" Movement \$3,950. Full Pavé Diamond Dial, Diamond Bezel and Case, Black High Tech Satin Strap. Swiss Quartz "ETA" Movement \$14,000.



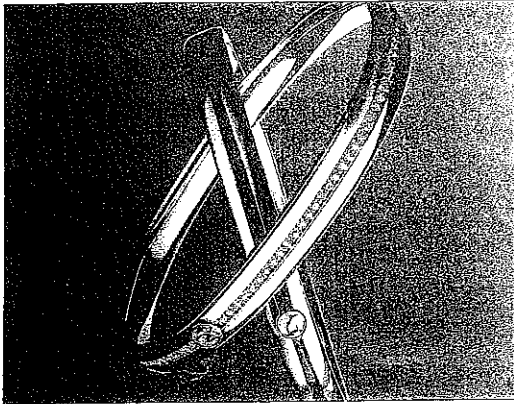
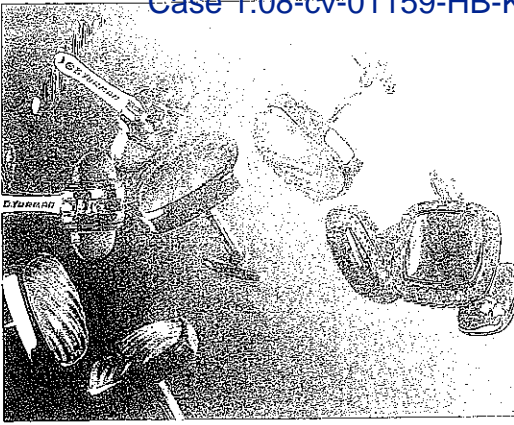
DY-0089



THIS PAGE, Belmont™ Chronograph: Stainless Steel 41mm Case, 37 Jewel Swiss Automatic Movement Black Dial on Black Alligator Strap \$3,250. Opposite Page, Belmont™ Watch: 41mm Black Alligator Strap \$3,250. Silver Dial on Brown Alligator Strap. Opposite Page, Belmont™ Watch: 41mm Stainless Steel Case, Black Corded Guilloché Dial, Alligator Strap, 21 Jewel Swiss Automatic ETA Movement \$2,100.

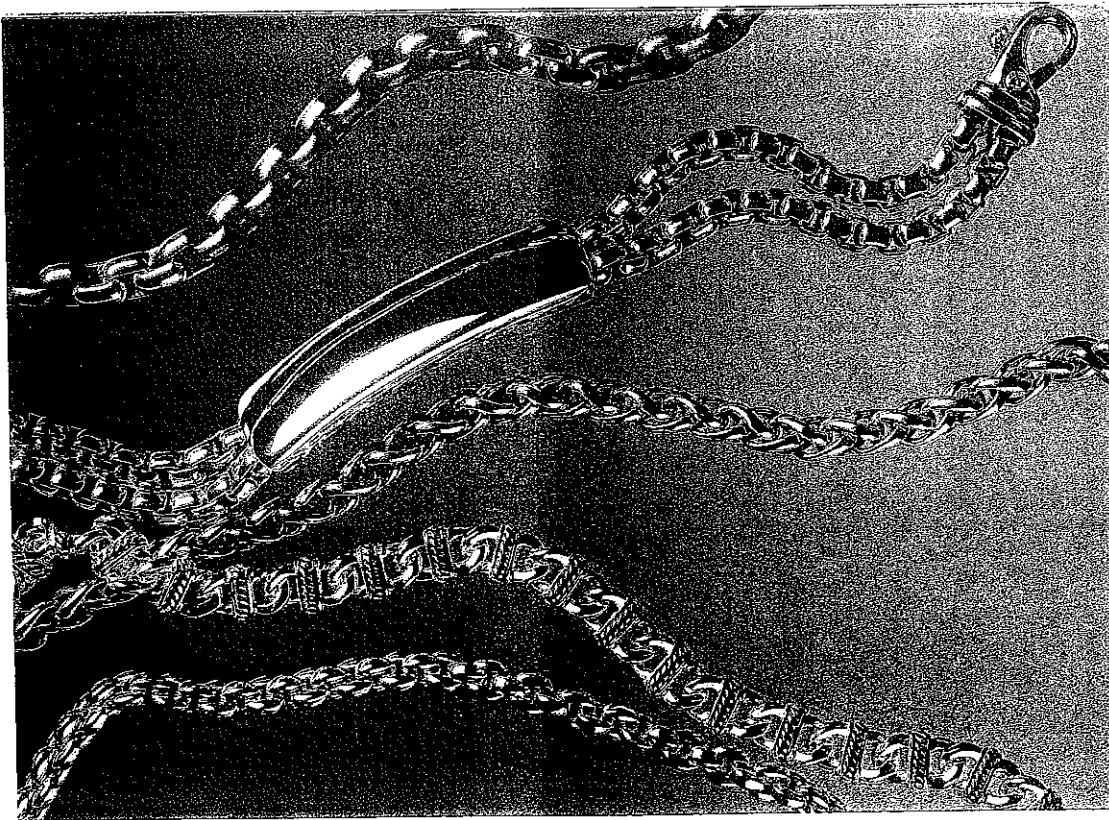
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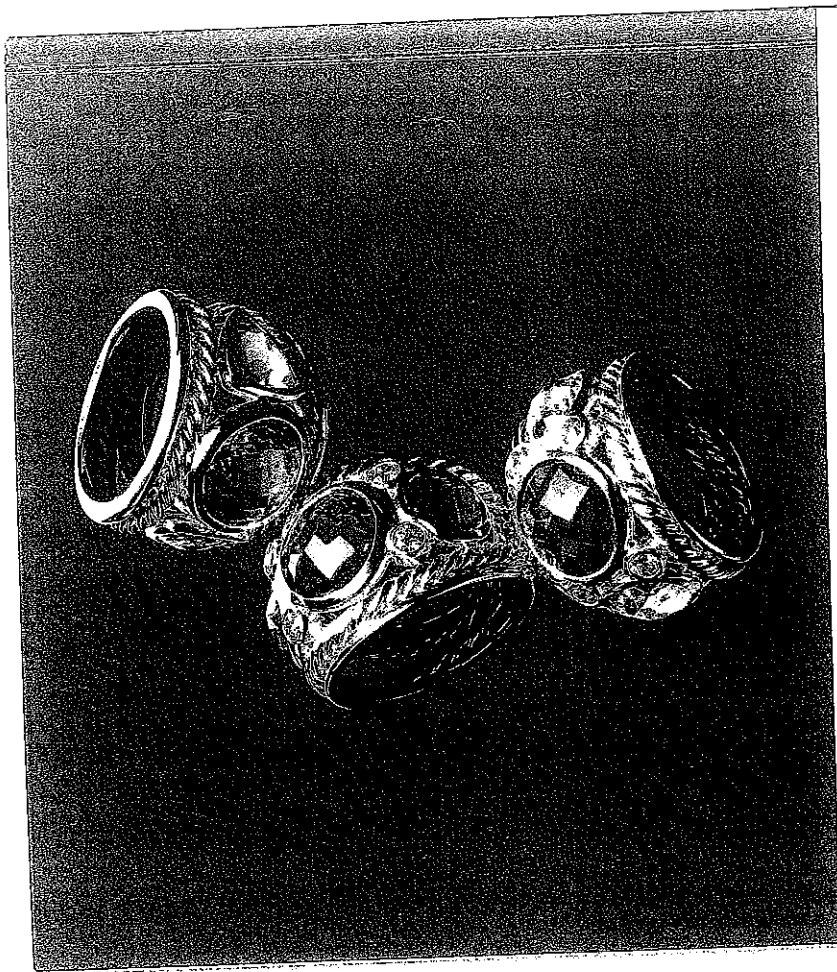
OPPOSITE PAGE: Men's Collection Bracelets: Sterling Silver Chain, 8.5" \$240. Sterling Silver Madison Link, 8.5" \$375. Sterling Silver and 18k Gold Wheat Chain, 8.5" \$440. Sterling Silver ID, 8.5" \$495. Titanium Box Chain with 18k Gold Accents, 8.5" \$875. THIS PAGE: Top Left: Men's "D1 Logo" Collection Bracelet: Black Enamel, Sterling Silver and 18k Gold \$1400. Fava Diamonds, Sterling Silver and 18k Gold \$1300. Top Right: Men's "D1 Logo" Collection Bracelet: Sterling Silver and 18k Gold \$625. Lavender Onyx and Pink Tourmaline in Sterling Silver \$950. Carved Lavender Onyx in Sterling Silver and 18k Gold \$625. Black Mother-of-Pearl and Diamonds in Sterling Silver \$1350. Bottom: Men's Collection Rings: Black Onyx in Sterling Silver \$450. Sculpted Cable in Sterling Silver \$250. BACK COVER: Renaissance Collection Rings: Pink Tourmaline, Garnet and Diamonds in 18k Gold \$2,550. Green Tourmaline, Peridot and Diamonds in 18k Gold \$2,950. London Blue Topaz and Blue Topaz in Sterling Silver and 18k Gold \$950.

\*ETA is a trademark of ETA S.A.  
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DY-0091





DY-0092

## **EXHIBIT 3**



1 of 22 DOCUMENTS

The Dallas Morning News

April 19, 2000, Wednesday

## Fashion Week

**SOURCE:** Compiled by Katherine Petty, Linda Crosson

**SECTION:** FASHION!DALLAS; Pg. 3E; FASHION WEEK

**LENGTH:** 348 words

### EVENTS

Wardrobe advice -- Saturday 12 to 4, Roberto's in the Galleria, featuring Tumi.

BCBG informal modeling -- Saturday 10 to 2, BCBG Max Azria in the Galleria.

Anti-aging seminar -- Monday 7 to 9 p.m., The Hotel Intercontinental in Addison, presented by spa owner and aesthetician Renee Rouleau and featuring guest speakers: Ms. Rouleau will demonstrate corrective skin peels, Dr. Scott Harris will give a presentation on cosmetic surgery, and Dr. Lois Vanderhoof, a nutritionist, will discuss foods and aging. For reservations, call 972-248-6131.

Bobbi Brown makeup consultations -- Tuesday 11 to 5, Neiman Marcus NorthPark, featuring national makeup artist Jillian Beran demonstrating products in the Bobbi Brown line, in Cosmetics. For an appointment, call 214-363-8311, ext. 2102.

### TRUNK SHOWS

Antonini, Seidengang -- Wednesday 10 to 6, Saks Fifth Avenue in the Galleria, in Jewelry.

Donald J. Pliner -- Wednesday 10 to 6, Stanley Eisenman's Fine Shoes Hulén in Fort Worth.

Regalia -- Wednesday 10 to 6 by appointment, The Bridal Salon at Stanley Korshak in The Crescent, featuring veils. To reserve a time, call 214-871-3611.

Ferragamo -- Thursday through Saturday 10 to 6, Saks Fifth Avenue in the Galleria, in Ladies Shoes.

14-karat Azarite -- Thursday 10 to 6, Lester Melnick Fort Worth, featuring 14k and azarite jewelry. The show continues at the Preston-Royal store Friday and Saturday from 10 to 6.

David Yurman -- Saturday 10 to 6, Saks Fifth Avenue in the Galleria, featuring the Silver Ice and Quadrafoil collections, in Jewelry.

John Hardy, David Yurman -- Saturday 10 to 6, Neiman Marcus NorthPark, in Men's Furnishings.

Michael Simon -- Saturday noon to 4, Accente in the Galleria, featuring novelty knitwear.

Ognibene Zendman -- Tuesday 10 to 4, Neiman Marcus downtown, in Fine Apparel.

The deadline for listings is the Thursday prior to publication. Send information to FashionWeek, The Dallas Morning News, P.O. Box 655237, Dallas, TX 75265-5237, or fax it to 214-977-8321.

Compiled by Katherine Petty and Linda Crosson

**LOAD-DATE:** April 29, 2000

**LANGUAGE:** ENGLISH

DY 592

Fashion Week The Dallas Morning News April 19, 2000, Wednesday

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2 of 22 DOCUMENTS

Birmingham News (Alabama)

November 14, 1999 Sunday

## JUNIOR LEAGUE SETS ANNUAL ANTIQUES AND GARDEN SHOW

**BYLINE:** Susan Strickland**SECTION:** LIFESTYLE; Pg. 6E Vol. 112 No. 211**LENGTH:** 1715 words

What's more Southern than gardening and antiquing?

That rhetorical question posed by Laura Pitts sparked A Southern Celebration, the theme for the 18th annual Birmingham Antiques and Garden Show presented by Junior League of Birmingham.

In a setting with four different gardens, the antiques show will bring 70 dealers to Birmingham so that you may go antiquing all over the country without traveling farther than the Birmingham-Jefferson Convention Complex. The show runs Friday through Sunday.

Co-chairs Laura Williams, Suzanne Boozer and Laura Pitts will trace Southern traditions back in time, sometimes back to English roots, in garden terminology. Two English designers giving lectures will be Nina Campbell and Stephen Woodhams.

Not neglected is famed Southern hospitality and love of entertaining. A gala preview party Thursday night will be set in the distinctly Southern city of New Orleans. Preview party chairs Leigh Ann Phillips and Allison Bryant plan a jazzy night in New Orleans with authentic Louisiana cuisine.

The preview party will have a silent auction for rarely found items, including a 1962 E Type Jaguar and a complete Kentucky horse race package, with tours of leading horse farms.

A two-year lease on a 2000 Lexus 300 ES, two bronze sculptures by Frank Fleming, an antebellum playhouse, artwork by Dick Jemison, David Yurman silver ice necklace and a bench and footstool in a fabric designed by Nicole Miller especially for the 1999 Birmingham Antiques and Garden Show are featured in the auction. If you're the high bidder, Nall will draw a pencil portrait in person following the auction.

Preceding the preview party will be a Patrons Club reception and a Men's Committee reception. The Men's Committee chairs are Laurie Hereford, Nancy Faulkner and Lorraine Tutwiler. Interspersed among lectures and workshops are other social events - the sustainer luncheon on Thursday and jazz brunch on Sunday. You may lunch in the Red Diamond garden tea room during the show.

Other Junior League members on the committee are Ann Day Hunt, Gisel Cooper, Staci Thompson, Cathy Thomas, Lane DeWine, Cricket Justice, Laura Cope, Lynn Johnson, Teresa Pulliam, Beeland Voellinger, Amy Nunneley, Amy Tully, Kittie Buchanan, Sally Price, Robin Wetzel, Kay Teschner, Tracy White, Val Holman, Leigh Bromberg, Lisa Lewis, Mary Lucas, Jane Estes, Tracy Sundsted, Brooke Coleman, Francie Deaton, Amy McCain, Jeannie Edwards, Lindsey Gaston, Karen Luce, Kate Phillips, Deedee Moore, Bridgette Lavette, Rebecca Jones, Joy Boozer, Kitty Lovelady, Susan Edwards, Susie Abbott, Beth Glisson, Susan Guilsher, Missy Hale, Lisa Holt, Lil Petrusnek, Charlotte Preston, Meg Richards, Brooke Sanders, Teace Sanders, Drea Somerville, Susan Tucker, Sarah

DY 593

JUNIOR LEAGUE SETS ANNUAL ANTIQUES AND GARDEN SHOW Birmingham News (Alabama) November 14, 1999 Sunday

Wilensky and Karen Hollyday. Sustainer advisors are Nina Crumbaugh, Kathy Emison, Suzanne Graham, Sarah Neal, Kim Rogers and Winn Shannon.

The antiques show has raised about \$2 million to support the Junior League's community projects. This year, the Junior League has budgeted more than \$350,000 to community programs. Its members will give 50,000 volunteer hours. One of 32 worthwhile programs is Fun for the Family, a partnership with the YWCA Family Violence Center. Children subjected to domestic violence often need help learning to play again. Through Fun for the Family, volunteers assist parents and children with activities, such as nature hunts, making music and bedtime stories.

Caroline Bolvig is president of the Junior League of Birmingham.

Beaujolais Nouveau Excitement reigns in the world of wine - and at the Alabama Kidney Foundation - as the French celebration that marks the release of the new Beaujolais wine for the year approaches. The Alabama Kidney Foundation's annual wine tasting will be Friday at the Donnelly House.

The wine tasting will feature the new beaujolais, along with other wines. Guests will also sample hors d'oeuvres from Kathy G and listen to jazz by Jothan Callins. A collector's football print will be raffled to celebrate the Auburn-Alabama game the next day.

Planning the event are Eloyd Gooden, Margaret Tresler, J.R. Tamarapalli, Robert Fields, Earl and DeLoris Donegan, David Warnock, Jessie Bean, Yolanda Chambers, Kim Crosby, Denise Folkerts, Mike Frederick, Timmi Griswold, Deborah Grimes, Margaret Hughes, Mike Hurst, Alice Kicker, Judy Loo, Barry Nabors, Gary Parish, Stephanie Peters, Mary Pugh, Ann Rayburn, Alice Schulz, Lori Stamper, Alton Woodard, Gloria Woodard and Rod Woodford. Sponsor is WyethAyerst. The Alabama Kidney Foundation serves more than 7,000 kidney disease patients through advocacy, direct assistance and research. The foundation is active in public, patient and physician education on organ donation. Preview the plans With architectural plans draping the tables, wheelbarrows holding the iced beverages, and hard hats and hammers scattered among platters of food, volunteers and donors to the Emmet O'Neal Library's building program were feted at Preview the Plans Party. Patsy Dreher, chair of the marketing committee, planned the evening along with Pat Forman, Linda Vann and Ginger Clark. Holman Head is chairman of the Mountain Brook Library Foundation and Ellen Friend Elsas is chairing the Building Committee.

Attending the preview the plans party were Libby O'Neal Shannon and Jack, Ann and Jim Hayes, Tom and Dale Carruthers, Mountain Brook City Council president Bill Grayson and Betty, Margaret Porter, Francis and Paula Crockard and Joe and Forsyth Donald.

Some others were Eve and Gary London, Bob Luckie, Donald and Shirley Salloway Kahn, Ruffner and Penny Page, Jim and Henrietta Emack, Wyatt and Susan Haskell and Wilmer and Elizabeth Poynor.

From the Community Foundation of Greater Birmingham were Mimi Tynes and Carey Hinds. Russ Hale and Joe Ellis from the architectural firm, HKW Associates, came. From Brasfield & Gorrie were John Darnall, Steve Haney and Andrew Edwards.

Also previewing the plans were Lee and Jimmy Gewin, Charlie Haines, David and Kitty White, Craft O'Neal, Cindy and Peyton Bibb, Bill Tynes, Mary Jane and Steve Graham, Debby McCullough, Arthur and Ashley Smith, Linda and Bobby Vann, Linda and Jim Powell and Malley Behr.

Others included Leslie McLeod, Sandy Thomasson, Sue Anne Cole, Tracey Anderson, Library director Sue Murrell, Susan Nading, Julie Goyer and Robert Aland.

During the 14-month construction period, the library will be housed on the upper level of Brookwood Mall just outside McRae's. The library is selling commemorative T-shirts of the old library to raise funds for the construction. T-shirts are \$20 each (with \$10 taxdeductible).

Humanitarian Award Honored with the 1999 Humanitarian Award from the Crohn's and Colitis Foundation of America were Brenda and Morris Hackney and Tommy Donald, who attended with Anna Donald. They were recognized at the Alabama Chapter's 10th annual Cornucopia Ball at Hoover Country Club.

Also recognized were the former Humanitarian Award recipients in attendance. The Cornucopia Ball has honored Sallie Creel, Helen Crow Mills, Frances Cypress and the late Conrad Cypress, Benjamin and Frances David, Charles O. Elson, Arthur Freeman Jr., Marshall Garrett, Mr. and Mrs. Ed Holcombe, Marie Ingalls, Raymond Tobias and Dewey White Jr.



JUNIOR LEAGUE SETS ANNUAL ANTIQUES AND GARDEN SHOW Birmingham News (Alabama) November 14, 1999 Sunday

The annual ball raises funds for support and education programs and for research. The Foundation is dedicated to improving the life for persons with Crohn's disease or ulcerative colitis, which are chronic digestive disorders.

Some attending the ball were Rachel and Richard Booth, Vicki and Anthony Ross, Mary and John Coleman, Chip and Karen Arn, Brian and Pam Devine, Jo and Carney Dobbs, Findley and Shep Townsend, Courtney Donald, Grier Donald, Kelli Eldredge, Ray and Mindy Estep, Frank and Karle Falkenburg, Janet Harris, Jerry and Ginger Held, Bill and Sarah Housh, Deboria Hunter, Bill Moran, Stuart and Marion Nixon, Eric and Stephanie Sanders, Rick, Leigh and Ashley Smith, Kathryn Rowan, Pat Talty, Tom Talty, Janet Harris, Michele Slay and Barbara Traylor.

Decorated with tulips UAB President Ann Reynolds and husband Tom Kirschbaum held a reception at Woodward House to honor Shirley Salloway Kahn for her appointment as vice president for development and external relations.

The president's home was decorated with Shirley's favorite flowers, tulips, in beautiful silver vases. Pianist Denise George and flutist Janice Nichols played throughout the evening.

Sharing the evening with Shirley were her husband Donald Kahn, her parents, Margaret and M.H. Salloway, her brother Ronnie Salloway with Karen from Sylacauga.

Past UAB presidents Dick Hill and Janet and Scotty McCallum with Alice congratulated their longtime friend. Also celebrating the appointment were Judy and Hal Abroms, Najwa Bateh, Martha Warren Bidez, Sheila and Clarence Blair, Pauline Ireland Carroll, Katrina and Larry Chamblee, Patsy and Charles Collat, Sallie and John Creel, Cameron and Derrill Crowe, Stewart Dansby, Sara Lynn and Fox deFuniak, Ed Dixon, Nancy Dunlap and Johnny Johns, Bill Edmonds, Marilyn and John Elmore, Ruth and Marvin Engel, Joe Farley, Della Fancher, Sara and Wayne Finley, Eddie Friend, Renitta and Jay Goldman, Betty Goldstein, Billie Grace and Henry Goodrich and Mike Goodrich.

And more were Jim Gorrie, Miller Gorrie, Troy Haas, Bill Harbert, Wyatt Haskell, Kirsten and John Hicks, Mary Lou and Raymond Ideker, Marie Ingalls, Ken Jackson, Rose and Jimmy Lee, Karen and Keith Lloyd, Debbie Long, Jill and Robert Luckie, Ocllo and Wallace Malone, Susan Matlock and Mike Calvert, Sarah and Jay McDonauld, Ann McMillan, Ricky Miskelley, Gene Newport, Carol and John Odess, Jim Pittman, Margaret and Kip Porter, Charles Robinson, Merle and Paul Salter, Elton Stephens, trustee Cleo Thomas Jr., Glenda and Tom Thompson, Rae and Steve Trimmier, Lee Tucker, Sherri and Pete Van Pelt, Pam and Ed Varner, Frances Verstandig, Cameron Vowell, Mike Warren Jr., and Alice and Tom Williams.

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Pittsburgh Post-Gazette (Pennsylvania)

October 3, 1999, Sunday, 31REGION 17 EDITION

## STONES ARE ON A ROLL AS ONE OF FALL'S HOTTEST JEWELRY

**BYLINE:** LAMONT JONES, POST-GAZETTE FASHION WRITER

STONES ARE ON A ROLL AS ONE OF FALL'S HOTTEST JEWEL Pittsburgh Post-Gazette (Pennsylvania) October 3, 1999, Sunday,

SECTION: ARTS & ENTERTAINMENT, Pg. G-11

LENGTH: 906 words

Stones are on a roll as one of fall's hottest jewelry trends. Turquoise, onyx, amber and other precious and semiprecious stones in a rainbow of colors are showing up in necklaces, earrings, bracelets and pendants.

But they're not the only stars of the season. Faceted crystal, cut glass, iridescent pearls and beads of all varieties are countering dreary autumn days with glitter, glimmer, shimmer and shine.

They're also a great complement to the colorful, dramatic clothes of the season, a welcomed about-face after years of understated, borderline-boring jewelry.

"For a while there was nothing," says Judy Bailey, owner of Soho Sewickley, 408 Beaver St., which carries an array of jewelry accessories. "Now you're seeing a lot of larger pieces as far as necklaces are concerned with stones, pearls. And one isn't enough if you're doing bracelets. You pile them up. It makes a statement."

Making one of the strongest statements right now are power beads, also called karma beads. They're bracelets of about 20 beads, bound by elastic. Some are plastic, some wooden, but they come in various colors that represent concepts such as peace, love and happiness. Worn three or more at a time, they range from \$ 6 to more than \$ 20 and can be found at Kaufmann's, Lazarus, Claire's boutiques and some specialty stores.

A spin-off is a millennium bracelet by Stella Pace. It's made of clear rock crystal and etched with symbols of wealth, long life and happiness. Each bracelet comes in a container that resembles a petri dish and is available locally at Cheryl W, 5817 Forbes Ave., Squirrel Hill for \$ 45.

"The jewelry now is really fun," says owner Cheryl Weissberg. "It's different than it was six months ago. Jewelry hadn't changed for quite a while, now it's definitely changing. It's getting colorful."

And dazzling stones are a huge part of the color cornucopia. Charlie Wharton, an owner of North Carolina-based Starfire Designs, recently presented a breathtaking array of stone jewelry at a trunk show at Ruth Young. The store, in Shadyside Village on South Aiken, is the city's exclusive vendor of Starfire jewelry, which adorns celebrities such as Betty White and Crystal Gayle.

The precious and semi-precious stones in his bracelets, necklaces, collars, pins and clip and pierced earrings were collected from across the globe, from purple Russian charite to striped Zimbabwe zebra stone. Then they are cut, polished and set in sterling silver, yellow gold or white gold. The stones are as exciting to talk about as they are to look at: green jade from the Orient, black onyx from Mexico, pink-red marbled rhodochrosite from Congo, golden pyrite from Peru, lime citrine from Brazil, mesmerizing turquoise from New Mexico, Arizona and China.

"My job is to create something new every season," says Wharton, who worked in retail fashion for Jockey International, Neiman Marcus and Macy's before starting Starfire a decade ago with his wife, Jean. "This is my therapy. When we first started out, my wife and I found that as we traveled to these stores, our niche was fashion. Women wanted beautiful color stones, well done and of high quality, with their clothing. That's where we shine the best."

Turquoise is making a huge comeback this season. Valued for millennia by Native Americans, the stone is considered a summer look. Designers expected it to surge last spring, but instead it has taken off for fall, looking great with winter stones and faceted garnets.

"Turquoise is something that has been around since 5000 B.C., and it has always had sort of a magical aura about it," says Lynn Ramsey, president of the New York-based Jewelry Information Center, a trade association. "It's been thought to bring good luck."

Silver, a complementary companion of turquoise, remains big this season. Pretty, hand-hammered custom silver jewelry by Robert Lee Morris is available at Contemporary Concepts in Turtle Creek and Allison Park, as well as chic silver-and-turquoise accessories by Arizona-born Navajo designer Ray Tracey. Judith Jack's sterling silver necklaces and pins enhanced by marcasite and black onyx harken back to the Art Deco era (available at London Dock in Fox

STONES ARE ON A ROLL AS ONE OF FALL'S HOTTEST JEWELERS Pittsburgh Post-Gazette (Pennsylvania) October 3, 1999, Sunday,

Chapel, Lintons in Squirrel Hill and Klafsters in New Castle). And one-of-a-kind necklaces and bracelets of precious stones set in sterling by Arizona-based Mummy's Bundle are at Soho Sewickley.

New York designer Kenneth Jay Lane, in a stroke of convenience genius, added jeweled straps to a line of small handbags. The straps detach and double as necklaces. Of particular note is the model that has Swarovski crystals and baroque pearls. Find them at Rodeo Collection Ltd. shops in the Westin William Penn and Pittsburgh Hilton & Towers hotels.

But gold is not passe. Jewelers are still setting stones and jewels in white or yellow gold. Orr's, 5857 Forbes Ave., Squirrel Hill, has notable rings, bracelets and necklaces with multicolored inlaid stones on 14-carat yellow gold by Asch Grosbardt. David Yurman's dazzling "silver ice" collection, featuring sterling silver and 18-carat yellow gold in necklaces and bracelets, is also popular, says Jennifer Bamezrieder at Orr's.

Many women will find that they can put on some of the flashy jewelry they had put away in recent years.

"It's now, kind of, dig in your jewel box and get that stuff that was good 10 years ago," says Sewickley's Bailey. "And add to it."

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Women's Wear Daily Jewelry Supplement

May 1999

## The Brand Behemoth

**SECTION:** Pg. 36; ISSN: 0149-5380

**LENGTH:** 1035 words

**HIGHLIGHT:** David Yurman, a jewelry designer, is opening 16,000 sq ft store in New York City, NY industry sources put sales at over \$350 mil/yr

David Yurman, a jewelry designer, is opening a two-floor, 16,000 sq ft store in New York City, NY, its first retail store, in 8/99. CEO David Yurman says that sales grew over 200% in the past year, and industry sources put sales at over \$350 mil/yr. Sales growth was prompted by increased advertising. Women's jewelry alone exceeded \$8 mil in 1998. The jewelry, known for its cable design, is sold in 415 doors in the US, with 80% of sales going to collectors, mainly 35-55 yr olds, although the 16-35-yr-old market produced sales growth, and accounted for 25% of customers. In 1999, Yurman will extend its watch and jewelry lines. Full text discusses product lines.

He's already an industry powerhouse, but David Yurman is just getting warmed up.

NEW YORK -- "We're not Kleenex or Xerox yet, but we are a recognized designer brand. Even the non-user knows what we are," quipped David Yurman.

A sweeping statement, to say the least, but one many in the industry would say is classic Yurman -- possessing a swagger that accurately conveys his unwavering belief in his company's point of view and potential.

DY 597



## The Brand Behemoth Women's Wear Daily Jewelry Supplement May 1999

While conceding that the 21-year-old jewelry firm might not be as ubiquitous as Kleenex yet, one senses that Yurman sees that day in the not-too-distant future. And based on the company's recent performance and its plans for this year, it's no wonder.

In the last year alone, Yurman, chief executive officer, said the firm's business grew "over 200 percent," a figure that few, would consider less than stellar. In addition to new product, advertising, he confessed, was a significant factor in the surge.

"We advertised heavily, and I have to say that I now believe in it," Yurman said. While he declined to provide a volume, industry sources estimate the firm's annual sales are in excess of \$350 million.

Currently, David Yurman jewelry -- known for its cable design -- is sold in 415 U.S. doors, and he claims it is also one of the most productive brands in the business.

"Our sales per linear foot average \$50,000 to \$60,000 annually, and as high as \$150,000 in some locations," Yurman said. "Women's jewelry alone registered retail sales in excess of \$8 million last year."

Yurman noted that the gold segment, launched in 1982, now accounts for roughly 25 percent of the firm's volume.

"It's a success story that has been nothing short of astonishing," said Tim Braun, fine jewelry buyer at Neiman Marcus, referring to the gold collection that he buys for Neiman's main stores and the retailer's new Galleries units. "Since mid-1998, we have more than doubled our business in the gold line. The emphasis they have put on gold, both in marketing and restructuring the business, has been a major help. There is more organization now, and they have put more people in charge of operations and specific areas."

photo omitted

Though the bulk of Yurman's sales are still in his classic sterling-silver cable and colored stone looks, Braun said the brand's potential is almost unlimited.

"There is still room to grow with Yurman," Braun stated. "We really believe that David can grow with new categories of merchandise. The past five years have elevated his presence among consumers. That will grow even more. We see the possibility of sterling silver and gold evolving further into plain gold and even platinum and gold. The customer already bought into [the concept] in casual with sterling silver, and now that customer has grown."

While Braun declined to say how Yurman's performance ranks among Neiman's vendors, he did say, "We've seen very successful growth with several of our vendors, and David Yurman surely ranks near the top in that list."

About 80 percent of David Yurman sales are to collectors, aged 35 to 55, who own five or more pieces, Yurman said. Recently, however, he said the company has noted a bump in sales to 16-to-35 year-olds. That segment now accounts for about 25 percent of the customer base, he said.

On tap for this year are product line extensions in both jewelry and watches, and the opening of the company's first retail store, at 729 Madison Avenue here, slated for this fall.

Yurman's popular "Silver Ice" collection, in sterling-silver cable and pave diamonds, is being expanded with "Blue Ice," featuring milky, blue chalcedony and diamonds, and "White Ice," in pearls and diamonds. Neiman Marcus has the exclusive rights to "Blue Ice" until August, when it will be rolled out nationwide.

The design of both lines illustrates how the company has streamlined its focus, from different colored stones per piece to a cleaner look with a single dominant color or stone. Consumers will now get the mix from piling on multiple pieces, creating built-in demand for additional purchases -- every retailer's dream.

At the recent Basel Fair, Yurman launched its first full-fledged watch line. The company first offered a women's watch in a cable cuff style, in 1995.

Rather than a single item, the new line, called Thoroughbred, is for men and women and comes in about 23 styles and two sizes. The Swiss-made watches in stainless steel and sterling silver have leather or alligator straps or a cable link bracelet.

Retail prices range from \$1,800 to \$2,900. And the projection for the watch segment is bullish.

The Brand Behemoth Women's Wear Daily Jewelry Supplement May 1999

"Within 18 months, we expect easily to have retail watch sales of \$15 million to \$20 million," said Yurman. "This is a bid for the brand. We really believe [watches] can deliver significant volume and have the ability to stand on their own."

photo omitted

The first David Yurman store will occupy a 16,000-square-foot, two-floor space at the corner of Madison Avenue and East 64th Street. It's slated to open in August. Roughly half of the space is basement and the remaining square footage is divided between a street level space for jewelry and a mezzanine that may be used as a gallery or additional merchandise. Yurman, who has produced belts and a few leather goods over the years, said he is considering whether to try it again. The gallery level could be a testing ground.

-- Wendy HessenCopyright 1999 Fairchild Publications, a division of Capital Cities Media, Inc.885

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Business and Industry

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St. Louis Post-Dispatch (Missouri)

April 24, 1999, Saturday, FIVE STAR LIFT EDITION

## GIFT IDEAS FOR A SHOWER AND FOR MOTHER'S DAY

**BYLINE:** Barbara B. Buchholz; Post-Dispatch Special Correspondent

**SECTION:** LIFESTYLE, Pg. 3

**LENGTH:** 494 words

**Q:** I'm invited to a bridal shower luncheon in late spring. What suggestions do you have for the gift, and what should I wear?

**A:** First, regarding your outfit. You're always fine with a pretty summery dress, of which there are many in pastel colors this season, as well as in white when it gets closer to summer. Pair the dress with fancy sandals, mules or low heels, plus a hat if you like.

If you feel more comfortable in pants, select a dressier pair, and add a jacket and lightweight sweater shell underneath. Remember, all eyes will be on the bride-to-be.

For the gift, you can never go wrong with a basic cookbook, such as the first volume of "The Silver Palate Cookbook" (Workman Publishing) or even the classic "Mastering the Art of French Cooking," by Julia Child (Random House).

DY 599

GIFT IDEAS FOR A SHOWER AND FOR MOTHER'S DAY St. Louis Post-Dispatch (Missouri) April 24, 1999,  
Saturday, FIVE STAR LIFT EDITION

Or consider a subscription to some magazines for the home and hearth, a big clock for their kitchen wall, pretty soaps and monogrammed hand towels (ask about colors of one of their bathrooms), bottles of wine, or a gift certificate to a favorite restaurant.

Q: I want to give my mother-in-law something pretty to wear for Mother's Day but have no idea of her size.

A: A scarf always makes a safe gift. A beautiful Hermes scarf is timeless and combines colors so that your mother-in-law can use it with numerous outfits, says Karen Doll of Neiman Marcus.

Another idea is a piece of designer jewelry such as a bracelet or earrings by Stephen Dweck, who works with semi-precious stones, such as citrines, topaz and garnets and sets them in antique sterling or 18-karat gold. The items look undated and eye-catching. Also, consider David Yurman's jewelry, Doll says. He has introduced "silver ice," which mixes diamonds and sterling.

For a less expensive gift, consider David Linley's wooden designs, such as a doorstop and picture frame; the latter can be given with a picture of your family. Linley is the son of Princess Margaret.

If none of the above will please, there are always cosmetics, such as a nice powder, toiletries, bubble baths or nail polishes.

Many older women, however, find the best gift to be a beautiful card, a visit and the offer to run some errands.

Q: What's the current shape of wool pants for women?

A: Harlow pants have become popular at the more expensive level, says Tina Hodak, creative merchandising manager at Famous-Barr. This style has a flat front (no pleat), side zipper and full cut.

But don't think that's what you must wear, Hodak adds. Most pants are available in a variety of shapes, and you should buy what looks best for your figure. Many of the better sportswear designers show three styles of pants to go with a jacket for a suited look.

If you want to be really trendy for spring, try capri pants, which fall below the knee but not at the ankle. Capri pants are cut narrow, sometimes with a side button. Some manufacturers make their capris more akin to a pair of cut-off, cuffed, roomy khakis.

**LOAD-DATE:** April 24, 1999

**LANGUAGE:** English

**TYPE:** Fashion Q&A Column

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Salt Lake Tribune (Utah)

April 4, 1999, Sunday

## BRACELETS TO DIE FOR & FASIONABLE

**BYLINE:** JOANN JACOBSEN-WELLS THE SALT LAKE TRIBUNE

**SECTION:** Sunday/Attitude; Pg. J8

**LENGTH:** 421 words

DY 600



BRACELETS TO DIE FOR & FASIONABLE Salt Lake Tribune (Utah) April 4, 1999, Sunday

Friends tease Kristin Kooyman that if she fell into deep water, she would sink.

And her mother Susan Kooyman could not save her.

The weight of the precious metals on the womens' arms would anchor them.

On dry land, however, their collections of designer bracelets have anchored their place in fashion.

"It's too hard to take them off and put them back on, so I shower with them. I sleep with them," said Susan Kooyman, whose addiction to silver was inherited from sister-in-law, Lisa Howa, who was armed in heavy metal before it was fashionable.

"But today the rule in fashion is how much metal can you lift," quipped Brian Criddle, a sales person at O.C. Tanner in downtown Salt Lake City. "We have a lot of sophisticated buyers who like the beefier look."

Kristin's weight in silver has increased steadily since Mom gave her her first silver bracelet designed by John Hardy and hand made in Bali. Three years -- and several special occasions later -- seven bold sterling silver John Hardy bracelets, plus a watch, are stacked three to four inches up her right arm.

Each link is unique.

"I took a photograph of the bracelets she already has so I don't buy another one with a duplicate weave," said Susan Kooyman, who too is near elbow deep in signature Hardy bracelets, David Yurman, New York City, and other artists. Some, including one Kristin designed, are two-toned.

"Many vendors are offering different styles in silver and gold and mixtures of the two so several metals can be worn together," Criddle said.

One such vendor is Chico's -- a national chain that set up shop in Crossroads Plaza, downtown Salt Lake City. A Chico specialty is affordable nickel-plated bracelets, cuffs, toggles and bangles -- in rope, nailhead, flower, and two-tone designs.

Some are engraved -- such words of wisdom as soul, inspire, spirit, trust, faith, dream, hope, peace, love, eternity and imagine.

"Our jewelry is designed in-house to complement Chico's clothing," said store manager Linda Peterson. "We receive new jewelry daily, and some of our customers stop every day to add to their collection."

Jane Burns of Virginia is a collector.

While attending a Salt Lake trade show, she sought out Chico's to add to her collection of 15 or so bracelets she wears on each arm.

The reason?

"I am pro self-adornment," Burns admitted. "It is addictive, but harmless."

Except to your wallet -- from David Yurman's \$ 10,000 Silver Ice bracelets to the reasonable, \$ 20, at Chico's.

**LOAD-DATE:** April 04, 1999

**LANGUAGE:** ENGLISH

**GRAPHIC:** Kristin, left, and Susan Kooyman make fashion statements with designer bracelets.  
Danny La/The Salt Lake Tribune

Photos by Leah Hogsten/The Salt Lake Tribune

AT TOP: Nickel-plated bracelets at Chico's in Salt Lake City start at about \$20.

ABOVE: Malika Mokadern of Chico's models Indian cuffs.

DY 601

BRACELETS TO DIE FOR & FASIONABLE Salt Lake Tribune (Utah) April 4, 1999, Sunday

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Rocky Mountain News (Denver, CO)

December 24, 1998, Thursday,

## SOME LATE IDEAS FOR THE PANICKY

**BYLINE:** Suzanne S. Brown; Rocky Mountain News Fashion Editor

**SECTION:** MILE HIGHSTYLE; Ed. F; Pg. 3S

**LENGTH:** 417 words

Present tense: If you're reading this section, you've either finished your shopping or you're panicked and in need of ideas for high-fashion gifts. We're presuming the latter, so we called on the fashion directors at Neiman Marcus, Nordstrom and Saks Fifth Avenue for suggestions.

Nancy Husted of Neiman Marcus recommends these items:

For your four-legged friend: A quilted black dog leash from Chanel, \$ 235.

For her:

- \* Any Chanel accessory, such as a scarf, sunglasses, wallet or handbag, \$ 75 to \$ 1,900.
- \* Prada accessories, including backpacks, \$ 450 to \$ 540, and leather bags, \$ 700 to \$ 1,200.
- \* David Yurman Silver Ice jewelry with pave diamonds, \$ 495 to \$ 7,000.

For him:

- \* Daniel Hanson gray cashmere robe, \$ 1,500.
- \* Ermenigildo Zegna cotton pajamas, \$ 240.
- \* Lora Piana cashmere scarf in various colors, \$ 290.
- \* Borsalino black fedora, \$ 212.
- \* Exotic skin leather belts, \$ 295 to \$ 315.

Here are the stylish picks of Darah Simper, Nordstrom fashion coordinator:

For him: Corneliania cashmere coat with placked front, black or chocolate brown, \$ 895.

For her:

- \* Nordstrom brand cashmere wrap, black, ivory or brown, \$ 298, in Women's Accessories.
- \* Yellow Box gray flannel platform flats with strap, \$ 19.95 in Brass Plum shoe department.
- \* Cotton drawstring cargo pants by Mossimo, \$ 54, Brass Plum.
- \* Dark denim straight leg jeans by Diesel Industry, \$ 98, Savvy Department.

Janie Harrington, Saks Fifth Avenue fashion director, suggests:

For her:

DY 602

SOME LATE IDEAS FOR THE PANICKY Rocky Mountain News (Denver, CO) December 24, 1998, Thursday,

\* Adrienne Landau's Mongolian lamb collar that attaches to a coat, sweater or suit lapels. It's 3 feet long, comes in black, silver gray or lavender and is \$ 125.

\* Heart-shaped, leopard pattern sachet pillow for bed or sofa, \$ 30.

\* A faux fur-trimmed umbrella, \$ 125, by La Maison de la Fausse Fourrure.

For him:

\* Brioni cashmere sport coat, \$ 3,000.

\* A gold and paisley patterned velvet vest by Marc Baxis, \$ 145.

\* Suspenders from the Saks Fifth Avenue collection, \$ 75, or from Trafalgar, \$ 140.

Keep on giving: If you receive gifts you don't need, there's an organization that can use them. Southglenn Mall once again is sponsoring the Late Christmas (TLC) and will be accepting gifts, gently used clothing and household items (no perishable food) from Saturday through Dec. 31. All items will be donated to the Salvation Army's Lambuth Transitional Center, which hosts families in need for up to six months. For more information, call (303) 795-0856.

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The Dallas Morning News

November 18, 1998, Wednesday

## Fashion Week

**BYLINE:** Compiled by Linda Crosson

**SECTION:** FASHION!DALLAS; Pg. 2E; FASHION WEEK

**LENGTH:** 812 words

### GUEST APPEARANCES

Author Annette Tapert - Wednesday 1 to 2 p.m., Neiman Marcus NorthPark, signing her new book, The Power of Glamour, in The Galleries.

Jewelry designer dian malouf - Thursday 10 to 6, Translations in Preston Center East, featuring a new collection with claret jaspers and golden citrines.

Jewelry designer Tiana - Thursday noon to 5, Bachendorf's Galleria, featuring the Dallas artist's pieces in 22k gold and platinum with diamonds and other stones. Also Friday noon to 5 at the new Bachendorf's Plaza at Preston Center store.

Jewelry designers Michele Quan and Robin Renzi - Friday and Saturday 10 to 6, Stanley Korshak in The Crescent, featuring their Me and Ro jewelry, in Accessories.

### FASHION EVENTS

DY 603



Fashion Week The Dallas Morning News November 18, 1998, Wednesday

Mehndi demonstration - Wednesday 1 to 3 p.m., Whole Foods Market, 7205 Skillman Ave., featuring Sandhya Sreema decorating hands with henna. Cost is \$ 10 for each side of the hand.

Cato store opening - Wednesday at Mockingbird Lane and Abrams Road, featuring girls' sizes 7 to 16 and women's junior, misses and plus sizes.

Aveda Lifestyle Workshop - Friday 6:30 p.m., Aveda Environmental Lifestyle Store in the Galleria, featuring Aveda cosmetic artist Khristopher O'Connor demonstrating fall and holiday makeup looks for both young and mature faces. Cost is \$ 25; for more information or to register, call (972) 991-9490.

Benefit fashion show - Friday beginning at 7 p.m., at The Gold Bar. "Some Where Over the Rainbow" fashion show at 9:30, featuring designs by Antonio Wingfield, Andrea Terry, and Amy Ganison with L'etoile Children's Apparel. Including entertainment and a silent auction. Cover charge, \$ 10, benefiting Booker T. Sparks School of Performing Arts.

Fashion show - Saturday 2 p.m., Macy's in the Galleria, featuring the I.N.C./International Concepts holiday collection. For reservations, call (972) 851-5095.

Fashion design exhibit - Monday 7 to 9 p.m., at the University of North Texas Union Gallery, 400 Avenue A in Denton. An opening reception for "Florence Malakar: Screen-printed Fabrics and Garments," a show of modern design based on ancient style, such as garments from Indian, Korean and Chinese cultures, and textile prints with religious, political and patriotic subjects. The exhibit continues through Dec. 11. For more information, call the Union Art Center at (940) 565-3829. Sewing Guild meeting - Monday 7:30 to 9:30 p.m., at Bell's Bernina, 103 N. Sixth St., Garland, sponsored by the Garland neighborhood group of the American Sewing Guild and featuring a presentation on "Hand Picked Zipper Application" by Barbara Hasley. For more information, call (972) 405-8432.

#### TRUNK SHOWS

Harlan - Thursday through Saturday 9:30 to 5, Delann's, 6828 Snider Plaza, featuring colorful, coordinated sportswear for spring '99 designed by Andrew Morgan for Harlan.

Violet & Favourbrook, Sanders & Sanders - Thursday 10 to 6, Tootsies in the Plaza at Preston Center, featuring romantic, embroidered linen and velvet, and pashmina separates.

Luciano Barbera - Thursday and Friday 10 to 6, Stanley Korshak in The Crescent, featuring spring '99 couture.

Ulla Maija - Thursday and Friday 10 to 6, The Bridal Salon at Stanley Korshak in The Crescent.

St. John - Thursday and Friday 10 to 4, Neiman Marcus NorthPark, featuring spring 1999 and cruise collections, with informal modeling from noon to 3, in the Couture Salon.

Crystal - Thursday through Saturday 10 to 6, Lester Melnick Preston Royal, featuring hand-woven novelty jackets for resort and spring.

Jeffery Roberts - Friday 11 to 6, Yerxa Jewelry in Preston Center, featuring "floating diamond" necklaces.

David Yurman - Friday 10 to 4, Neiman Marcus NorthPark, featuring the Silver Ice collection, in Designer Jewelry. Also on Saturday 10 to 3 at Neiman's Prestonwood.

Bally of Switzerland - Friday 1 to 7 p.m., Nordstrom in the Galleria, in Men's Shoes.

Oscar Heyman - Friday and Saturday 10 to 4, Neiman Marcus NorthPark, in Precious Jewels.

Blair Delmonico - Saturday 11 to 4, Nordstrom in the Galleria, featuring evening jewelry, in Fashion Jewelry.

Perlina - Saturday 11 to 4, Nordstrom in the Galleria, in Handbags.

Imperial, Alwand Vahan - Saturday 11 to 6, Yerxa Jewelry in Preston Center, featuring fashion pearls and French classic apparel.

Tadashi - Saturday 1 to 4, Nordstrom in the Galleria, in Gallery.

Kenneth Cole - Saturday 3 to 5, Nordstrom in the Galleria, in The Rail.

COMING UP

DY 604

Fashion Week The Dallas Morning News November 18, 1998, Wednesday

UNT Fashion Design Alumni Career Day - Dec. 2, at the University of North Texas. The department invites alumni to participate in the event and in a fashion show. For more information, call Adele Marshall at (940) 369-7239 or (214) 943-6331.

**CONTINUING**

Lalique jewelry exhibit - Dallas Museum of Art, Ross Avenue and Harwood Street, featuring the Art Nouveau ornaments of Rene Lalique, through Jan. 10.

**LOAD-DATE:** November 19, 1998**LANGUAGE:** ENGLISH

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The Dallas Morning News

September 26, 1998, Saturday

**Lunch will be a historic occasion****BYLINE:** Alan Peppard**SECTION:** TODAY; Pg. 1C; ALAN PEPPARD**LENGTH:** 680 words

Apparently, big-time award winners just can't say no to organizers of the Planned Parenthood of Dallas and Northeast Texas awards luncheon. Back in '96, Academy Award winner Tommy Lee Jones spoke at the gathering. Last January, Pulitzer Prize-winning author Frank McCourt (*Angela's Ashes*) was the featured guest. Now comes word that 1999 luncheon chairwoman Deborah Gunter has landed Pulitzer Prize winner Doris Kearns Goodwin to give the keynote address at the January event.

If you've watched any PBS documentary, whether on baseball or LBJ, chances are you've seen Ms. Goodwin giving the historical perspective. The Harvard Ph.D. won her Pulitzer for the book *No Ordinary Time*, Franklin and Eleanor Roosevelt: The Home Front During World War II.

Also at the luncheon, longtime Planned Parenthood supporter Margaret Hunt Hill will receive the organization's Gertrude Shelburne Humanitarian of the Year Award.

**Back to Bush league**

Former President George Bush is not a man to forget a commitment, especially to Houston's M.D. Anderson Cancer Center. With his schedule, it may take him a few years to fulfill it. But if he said he'd be there, you can take it to the bank.

Three years ago, Mr. Bush was supposed to appear with his wife at Dallas' annual Conversation With a Living Legend luncheon benefit for M.D. Anderson. When Israeli Prime Minister Yitzhak Rabin was assassinated, however, he had to let Barbara Bush come to Dallas solo while he flew to the Middle East for the funeral.

Fort Worth social mover Kit Moncrief phones to say that Mr. Bush has committed to be the guest of honor at the 1999 Conversation With a Living Legend luncheon next fall. The Houston-based former chief executive will make a nice bookend to the luncheon's series of Gulf War principals.

DY 605

Lunch will be a historic occasion The Dallas Morning News September 26, 1998, Saturday

On Tuesday, Colin Powell, former chairman of the Joint Chiefs of Staff, will be the feature attraction at the '98 Living Legend luncheon (which Ms. Moncrief is chairing). Two years ago, Gen. Norman Schwarzkopf was the living legend and two years before that it was former British Prime Minister Margaret Thatcher.

#### Playboy search in Dallas

As the end of Moral Decay Month in America nears, it should be noted that Playboy magazine is halfway through its cross-country trek to uncover (literally) the Playmate of the Millennium. On Monday, the Playboy researchers hit Dallas, where they will set up camp at the Westin Galleria and start interviewing Playmate wannabes.

In its unabashed capitalistic way, the magazine is offering the key incentive to help your morals decay: lots of money. Instead of the customary \$ 25,000 Playmate of the Month modeling fee, the January 2000 playmate will get a whopping \$ 200,000. Scratch like that can buy a lot of tanning sessions.

If you don't get picked as the one, don't despair. They're also searching for Playmate of the Month models. "Dallas is our 25th city," says Playboy's special projects publicist, Karen Ring Borgstrom. "So far, we've seen about 8,000 women. We expect to see 14,000 by the time we're done."

Want to go for the \$ 200,000 brass ring? Make an appointment by calling the Playboy folks Monday, Tuesday or Wednesday (not a day before, not a day after) at the Westin Galleria at (972) 934-9494 and ask for the Playboy suite.

#### Ticket to ride

Neiman Marcus has assembled a dream trip to New York worth \$ 65,000 to be given away at next month's Susan G. Komen Breast Cancer Foundation's National Awards Luncheon.

Komen is selling \$ 200 chance tickets for the package, which includes a day of beauty with superstar hairdresser Frederic Fekkai (former client, Hillary Rodham Clinton), an evening gown from Michael Casey, custom-made shoes from Manolo Blahnik, dinner at Matthews, bracelet and earrings from David Yurman's Silver Ice collection, intimate apparel from La Perla, a year's worth of hosiery (365 pairs) from Donna Karan, a suit from Carolina Herrera, an alligator Gucci handbag, his and hers Louis Vuitton duffel bags, a week at the Canyon Ranch Spa and on and on. Not bad loot for a \$ 200 investment.

**LOAD-DATE:** September 27, 1998

**LANGUAGE:** ENGLISH

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Town & Country

March 1, 1998

**Spring forward: from aquamarines to briolettes, the latest - and greatest - of the season's jewelry.**

**BYLINE:** Okun, Stacey

**SECTION:** Pg. p82(2) Vol. V152 No. N5214 ISSN: 0040-9952

**LENGTH:** 977 words

**ABSTRACT**

DY 606



Spring forward: from aquamarines to briolettes, the latest - and greatest - of the season's jewelry. Town & Country  
March 1, 1998

Spring 1998 brings out new pieces of jewelry shown in a variety of jewelry stores across the nation. Gioia is displaying new diamond and sapphire jewelry in its store on Park Ave, New York City, NY. Jewelrydesigner Martin Katz is well known among Hollywood celebrities.

From aquamarines to briolettes, the latest--and  
greatest--of the season's jewelry.

#### Great Gioia

Gioia, the Italian word  
for both joy and jewel,  
is a fitting name for a  
new jewel box on Park  
Avenue. The  
store's big draw is a  
collection of one-of-a-kind  
diamond-and-sapphire  
pieces created  
in Paris exclusively for  
Gioia. "We are trying  
to return to the art  
jewelry of the 1920s--not  
in terms of style,  
but in terms of  
individuality and spirit,"  
says Pafaela Amini, the  
store's owner. Gioia  
will also feature the  
work of designer  
Pasquale Bruni. 485  
Park Avenue, NYC;  
(212) 223-3146.

#### White Hot

For years, the Savitt  
sisters of M+J  
Savitt--designers Janis and  
Michelle, with Wynne  
taking care of the  
business--have been  
creating simple, pretty  
jewelry, with pearls  
and colored stones,  
that women love to  
buy for themselves.  
Now, Janis has  
branched out on her  
own with a stunning  
collection of white-gold,  
platinum and  
diamond jewelry  
sold exclusively at  
Bergdorf Goodman.  
"I love this collection  
because these pieces  
are luxurious yet  
delicate and simple to  
wear," she says. Dainty  
diamond hoops, bangles  
and single-stone

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Spring forward: from aquamarines to briolettes, the latest - and greatest - of the season's jewelry. Town & Country  
March 1, 1998

necklaces are eminently wearable (and surprisingly affordable); other unique pieces include a long diamond necklace with a horizontal bar of diamonds hanging from it (\$2,000; right) and a diamond star necklace. Prices from \$550 to \$9,000.

#### Marine World

"Jewelry just comes alive when an aquamarine is a part of it," says designer Chan Lim, one of many Jewelers who have been attracted to the vivid sky-blue stone this season. (The gem also can be found in the various colors of the ocean, from pale green to almost transparent with just a touch of blue.) "There is such personality in the color and the organic shape of the stone," says Luu. "It's magical." (Also see "Blue Lagoon.")

#### Epic Jewelry

"We have always been drawn to the images of ancient Greece and Rome" says Carol Seiden of the design team Seiden-Gang. "They have a sense of mystery and classic beauty that appeal to us." For the past twelve years, Seiden and her partner and best friend Carolyn Gang have created stunning jewelry of 18-karat "green" gold that tells, earring by earring, bits and pieces of classical myths. Now, in collaboration with jeweler Yves Karnioner, they've created the Odyssey Collection,

DY 608

Spring forward: from aquamarines to briolettes, the latest - and greatest - of the season's jewelry. Town & Country  
March 1, 1998

earrings, rings, brooches and bracelets that feature mythological figures sculpted into the gold and accented with diamonds. The collection's signature brooch (\$4,060; see previous page) features a god granting wishes on the wings of an eagle. "Using ancient images in modern jewelry," says Gang, "has allowed us to link current style with the enduring legacy of the past." Available at Neiman Marcus and Saks Fifth Avenue.

Long Running Katz  
Martin Katz has become quite a celebrity in Hollywood --and he's never even been on-screen. His jewelry has, though, thanks to Hollywood's leading ladies, including Nicole Kidman and Sandra Bullock, who have borrowed his beautiful baubles to wear on such occasions as Oscar night. Katz's private showroom features antique jewelry (his favorite eras: Art Deco and Edwardian) as well as his own line of contemporary platinum-and-gemstone jewelry. Although most people know him through the celebrities who borrow his gems (since lending jewelry to Sharon Stone for the premiere of Sliver in 1993, he has outfitted dozens of film stars), it is his loyal (and not so famous) clientele that keeps his passion alive. "I'm thankful for

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Spring forward: from aquamarines to briolettes, the latest - and greatest - of the season's jewelry. Town & Country  
March 1, 1998

the celebrity  
factor, but I really  
enjoy meeting the  
client--any client--and  
finding the piece of  
jewelry that is right  
for her," says Katz.  
Stay tuned to the  
Oscars (March  
23)--you can be  
sure there will  
be some repeat  
Katz performances.  
(310) 276-7200.

#### Drop Outs

Briolettes--faceted,  
teardrop-shaped gemstones  
that dangle subtly  
from a piece of  
jewelry--have suddenly  
become a popular  
accent on earrings  
and necklaces. "They  
may look modern  
right now," says  
jewelry designer Mallary  
Marks, who loves to  
add briolettes to  
designs such as her  
"Boa" necklace, pictured  
at center (\$8,580;  
at Barneys New York  
and Ultimo), "but  
they are commonly  
found in antique and  
ethnic jewelry. In fact,  
the emphasis on  
ethnic/Indian jewelry in  
recent seasons has  
focused more attention  
on creating new  
jewelry with briolettes."  
Since briolettes are not  
set into metal, they float  
freely on jewelry,  
giving the  
pieces an organic  
feel. "I love them,"  
adds Marks, "because  
they make anything  
look new and different."

#### The Clasp Concept

"This is a new way of  
looking at jewelry," says  
designer Teresa Katz  
of Studio Karu, an

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Spring forward: from aquamarines to briolettes, the latest - and greatest - of the season's jewelry. Town & Country  
March 1, 1998

innovative new jewelry collection featuring eye-catching clasps made from high-quality stones (citrines, aquamarines, peridots, amethysts and golden pearls, just to name a few) that can be worn alone as brooches--or latched onto corresponding necklaces, bracelets and even belts. Says Katz: "The clasp concept is a way of changing a piece of jewelry as your lifestyle changes." Prices from \$650 to \$8,600; at Saks Fifth Avenue.

RELATED ARTICLE: Cable Ready David Yurman collectors, take note. There's a new addition to his trademark Cable Collection: Silver Ice, eighteen pieces (including bracelets, necklaces, earrings, pendants, rings and watches) made in sterling silver with diamonds set in 18-karat gold. "This is day-to-night jewelry," says Yurman, who created the line for his wife Sybil, who wanted something she'd be comfortable wearing "both in a swimming pool or at a black-tie affair." Prices from \$700 to \$7,000. Silver Ice will be sold exclusively at Neiman Marcus.

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Spring forward: from aquamarines to briolettes, the latest - and greatest - of the season's jewelry. Town & Country  
March 1, 1998

ASAP

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The Atlanta Journal and Constitution

December 31, 1997, Wednesday, ALL EDITIONS

## Confident, but not spending; Retailers see little joy in sales numbers

**BYLINE:** Mickey H. Gramig; STAFF WRITER

**SECTION:** BUSINESS; Pg. 01C

DY 612

**LENGTH:** 585 words

The ghost of Christmas past stole the show this holiday season, leaving retailers with lackluster sales results for the third year in a row.

"It was a great Christmas for shoppers, and a so-so Christmas for retailers. Instead of ho-ho-ho, it was ho-hum," said William Ford, chief economist for TeleCheck Services, which reported a 2.2 percent nationwide increase in retail sales during the monthlong spending spree that kicked off with the three-day Thanksgiving weekend.

Atlanta's 3.4 percent sales increase was one of the country's best, and Georgia, which posted a 2.9 percent increase, also outperformed the national average, according to TeleCheck figures.

Weak sales figures have been trickling in throughout the holiday blitz, which, for many retailers, accounts for up to one-third of annual sales and half of annual profits. In the final days before Christmas, many analysts and retailers began backing off earlier predictions for a bang-up holiday, with sales increases of up to 9 percent.

Most retail companies will report December sales results Jan. 8, and U.S. Department of Commerce figures, considered the final word, will be released in a couple of weeks.

Judging from the findings of TeleCheck and other major industry trackers, however, retailers will remember the season as the third bah-humbug holiday in as many years.

Ford, former president of the Federal Reserve Bank of Atlanta, said the industry shouldn't walk away with heavy losses because wholesale buying prices are lower than a year ago, allowing deep discounts on the sales floor without a huge impact on profit margins. In addition, a flat inflation rate in the retail sector means that the gains, though small, won't need a major adjustment to account for inflation, he said.

"All of the gain was real," Ford said.

TeleCheck's survey compared the dollar volume of checks written at more than 27,000 stores, the same base of stores used in last year's survey. Checks account for 37 percent of retail spending, according to TeleCheck, a subsidiary of First Data Corp.

The International Council of Shopping Centers reported a 2.3 percent sales gain, using its database of 49 malls across the United States. The survey measured sales at more than 2,500 stores, though it doesn't include department stores and other mall anchors.

Some of the biggest winners are thought to be upscale retailers, discounters and nontraditional holiday gift sellers, such as travel agents and spas.



Confident, but not spending;Retailers see little joy in sales numbers The Atlanta Journal and Constitution December 31, 1997, Wednesday,

"It's that whole sort of move away from acquisition toward experiencing things," said Phil Kowalczyk of Atlanta-based Kurt Salmon Associates, a retail consulting firm.

Spa Sydell, with four locations in Atlanta, saw a 50 percent spike in December business compared with last year, said Richard Harris, president of the 15-year-old Atlanta-based company.

Neiman Marcus also had sales that were above expectations, said spokeswoman Amy Doelling.

"The luxury items have been our biggest sellers," she said, pointing out that the David Yurman Silver Ice jewelry collection, with prices ranging from a \$ 900 bracelet to a \$ 7,000 watch, was quite a hit at the company's Lenox Square store.

Visa may end up with the best results. The credit company saw a 16 percent increase in holiday transactions, with customers ringing up nearly \$ 36 billion in retail sales during the period.

#### MORE FOR WEB USERS

TeleCheck Services: <http://www.telecheck.com>

International Council of Shopping Centers: <http://www.icsc.org>

LOAD-DATE: January 1, 1998

DY 613

LANGUAGE: ENGLISH

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The Houston Chronicle

December 27, 1997, Saturday 3 STAR EDITION

## Memories of gifts that sold at Xmas fast; Cold Mountain was hot, as were Ernie, Chaos

SOURCE: Staff

BYLINE: GREG HASSELL

SECTION: BUSINESS; Pg. 1

LENGTH: 745 words

Academy Sports and Outdoors, While Houston retailers are trying to figure out what went right and what went wrong with Christmas 1997, they're thanking their lucky stars for those best sellers that really made cash registers ring.

From Sing & Snore Ernie to the hit book Cold Mountain, there was something for every type of store - and shopper - to cheer about.

What follows is a list of some of the most wanted gifts from stores around town.

Academy Sports and Outdoors, Houston-based chain of sporting goods stores.

Beginner golf sets, especially the Delta Jr. All American Set for \$ 79, including bag.

Magellan Global Positioning System, hand-held navigator used for hunting and fishing, \$ 249.

Memories of gifts that sold at Xmas fast; Cold Mountain was hot, as were Ernie, Chaos The Houston Chronicle  
December 27, 1997, Saturday

Brass Eagle Semi-Automatic Paintball Gun, \$ 94.99

Child's Play a toy store at 12506 Memorial Drive.

Nilo Table and Board, a playtable often used for toy train sets. Table costs \$ 199.99 and board is \$ 80 extra.

Fantasy Fish for \$ 24.99. A glass bowl with toy fish that "swim" under the power of magnets.

Chaos, a Rube Goldberg contraption that players construct and use to guide balls through a maze of obstacles. \$ 129.99

Beanie Babies, the craze lives on. \$ 6.

Foley's, Houston's home-grown department store chain.

Anything emblazoned with Winnie the Pooh, especially a fleece throw priced at \$ 12.99 with a \$ 50 purchase. A quick sell-out.

Sound Spa Deluxe by Homedics, \$ 49.99. An electronic device that makes a variety of relaxing sounds, such as an ocean wave, mountain stream or spring rain.

Aroma Sphere, also by Homedics, \$ 39.99. An aromatherapy diffuser able to fill a room with the scents of lavender, sage, lemon grass and other spices.

Fossil multi-function watches that display time, day, date and phase of the moon. \$ 85 to \$ 115.

Neiman Marcus, legendary Texas retailer with two upscale stores in Houston.

Jewelry by David Yurman, especially his Silver Ice Collection. Made with 18 carat gold, silver and diamonds, prices range from \$ 650 to \$ 3,000

River Oaks Book Store, one of the few independent booksellers left in Houston.

Cold Mountain by Charles Frazier was a runaway favorite among fiction titles. Based on family stories passed down by the author's great-great-grandfather, Cold Mountain is the tale of a wounded soldier who walks home from the ravages of the Civil War. \$ 24.

Citizen Soldiers by Stephen E. Ambrose. This history of World War II captured the non-fiction readers. A grunt's-eye view of the European campaign to Germany's surrender in 1945. \$ 27.50.

The Texas Cowboys, a coffee-table book featuring the stories and images of more than 150 range riders. Writer Tom B. Saunders and photographer David Stoecklein spent four years tracking cowboys as they worked on ranches from dawn to dusk. \$ 60.

Saks Fifth Avenue, luxury retailer with opulent new location in The Galleria and a store at Town & Country Mall.

Cashmere sweaters, predominantly with Saks label. Prices range from \$ 150 to \$ 600.

Sharper Image, unique gift store that resembles a playground for adults.

Lunker Bass, an electronic fishing game that allows player to simulate the feel of casting, hooking and netting fish. Player must use a normal casting motion and the reel shakes when a fish "bites." \$ 30.

Emiglio, a little robot that carries a serving tray. Powered with a remote control, Emiglio also can pass along his owner's spoken comments. \$ 149.

Corby Digital Pants Press from England. Device lets owner insert pants and walk away. \$ 329.95.

Spec's Liquors, downtown warehouse is a cornucopia of good spirits.

Crown Royal gift pack with 750 milliliters of Canadian whiskey and two glasses. \$ 17.74.

Red and white wines bottled to celebrate the 200th Anniversary of vintner Louis Latour. \$ 9.99 per bottle.

Half-pound of Godiva Chocolates in Christmas wrap. \$ 20.

Beer gift box packaging 20 imported and micro-brew beers, \$ 29.95.

Target, general merchandise discounter.

Memories of gifts that sold at Xmas fast; Cold Mountain was hot, as were Ernie, Chaos The Houston Chronicle  
December 27, 1997, Saturday

The hottest toy of 1997, Sing & Snore Ernie, was a best seller at Target, too. At 29.99, stocks were depleted early, and numerous shoppers called daily to see if new shipments had arrived.

Sony Playstation, a video-game station that offers players 360-degree movement and 3-D perspective. \$ 149.99.

George Foreman Grill. Nothing motivates Target shoppers to go out and grill some meat quite like an endorsement from Houston's own prizefighter. The electric table-top grill sells for \$ 59.99.

LOAD-DATE: December 28, 1997

LANGUAGE: ENGLISH

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The Star-Ledger (Newark, New Jersey)

December 21, 1997 Sunday  
FINAL EDITION

## We're making our list

BYLINE: Jenifer D. Braun, STAR-LEDGER STAFF

SECTION: ACCENT/STYLE; Pg. 3

LENGTH: 287 words

Dear Santa: I've been so very good this year, you just wouldn't believe it. I've been sweet and polite to everyone - including squeegee guys, the state trooper who gave me a ticket and my mother. I've mentored and volunteered. I've kept my room clean. I haven't eat a piece of chocolate since July. Can't you see your way clear to tucking one of these into my stocking?

### Christmas presence

One of today's most imitated jewelry designers, David Yurman, has taken his mixed-media pieces to new heights of luxury with his Silver Ice collection, made of silver, 18 karat gold and diamonds. Prices for pieces in the collection range from \$600 to \$6,000. At Neiman Marcus stores. (Like I told you, Santa, I was really good this year.)

Bouquet de Parfums Fiori are tiny, smoked-glass flowers; in the corolla of each flower is a frosted-glass spray perfume (which is detachable). Nine different-colored Fiori contain the perfume of nine different flowers. Each flower is \$25; available at select Nordstrom stores or by calling (800) 365-3958.

Used to be, you wanted a radical haircut, you just had to do it and hope for the best. Now, the "Cosmopolitan Virtual Makeover CD-ROM" lets you try haircuts and colors, shaped eyebrows and lots of Cover Girl makeup, in cyberspace. The software works with a digital picture of you - or you can play around with sample heads provided; \$40, at software stores.

A sheer silk scarf covered in patterns made from intricate hand beading, in red, black or ivory; \$68, at Bloomingdale's, Short Hills.

The Faberge Parfum Imperial collection. As luxe as perfume gets, the crystal egg holds a two-ounce flacon of perfume; \$3,000. Pedestal bottles (not shown) start at \$750. At Neiman Marcus stores.

DY 615



We're making our list The Star-Ledger (Newark, New Jersey) December 21, 1997 Sunday

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The Washington Times

December 19, 1997, Friday, Final Edition

DY 616

## Sparing no expense; N.Y. shoppers spend big at tony boutiques

BYLINE: Anne Marriott; THE WASHINGTON TIMES

SECTION: Part B; BUSINESS; Pg. B11

LENGTH: 794 words

DATeline: NEW YORK

NEW YORK - Spending a day browsing, much less buying, at the stores along Fifth Avenue is nothing more than a pipe dream for most Christmas shoppers.

But with the economy booming and the stock market healthy this holiday season, the rich are sparing no expense in the exclusive stores that line the legendary shopping avenue.

Customers are snatching up everything from \$185 sterling silver cuff links to \$30,000 alligator suitcases at the up-scale Asprey boutique this Christmas season, said Victoria Knight, a spokeswoman for the New York store.

Other favorites include \$750 silver martini goblets, \$250 crystal vases and \$90 dice and card sets.

"Most of our customers are well-to-do people," Miss Knight said of the people hovered over the jewelry cases on the first floor of the shop. "They usually are not your average people walking down Fifth Avenue."

Sterling candlesticks, trays for tea services and antique serving sets are among the more popular choices for customers at the Fortunoff store.

"Men will buy coffee and tea services for their wives for anywhere from \$10,000 to \$25,000," said manager Michelle Amiel. "There are lots of people from all across the country stopping by."

All of this free-spending among the wealthier class comes during a holiday season when industry surveys say the average consumer will spend anywhere from \$500 to \$1,000 total on gifts for family and friends for Christmas and Hanukkah.

Some New Yorkers pulled out their checkbooks; others unrolled bundles of cash. Most shoppers, however, slid their gold and platinum cards out of their wallets to pay for anything from \$30 boxer shorts to \$500 candlesticks.

Sparing no expense;N.Y. shoppers spend big at tony boutiques The Washington Times December 19, 1997, Friday,  
Final Edition

People waited in long lines outside the legendary FAO Schwartz store on Fifth Avenue.

"It's been a great day, but it's been very busy," said Dianne Rochette, a grandmother who traveled from Connecticut to spend a day shopping with her grandson Stephen.

Although clearly taken by one of FAO Schwartz's stuffed lions, Stephen said he was really more interested in all of the new computer games that came out this year.

One customer didn't hesitate in the stuffed-toy department, cheerfully producing his gold MasterCard to pay the \$250 tab for a Steiff teddy bear.

A little farther down the street, couples bundled in mufflers and down jackets window-shopped at the Cartier store, while the wealthier shoppers avoided the cold and cruised up and down the strip in black limousines.

People pored over the prewrapped gifts tables at the packed Saks Fifth Avenue store just up the street. Trying to navigate through the dense crowds of time-pressed customers was tougher than getting across the 14th Street Bridge.

"We won't spend a dime," said Danielle Cairo, 18, who rummaged through the stack of Ralph Lauren Polo sweaters in the men's department of the Saks Fifth Avenue store. "Dad gives us money for Mom, and Mom gives us money for Dad."

Women with their white-blond hair swept up into buns pushed through the racks of holiday dresses, which were specially priced at about \$500 apiece.

Despite all of the high-priced boutiques along Fifth Avenue, there are still some places where consumers with lower holiday budgets can shop.

Everyone from people who live down the street to tourists in town from California have stopped by the Niketown store since Thanksgiving to pick up a stocking stuffer or just to take a look at some of the sports memorabilia.

"It's been crazy this month," said Terry Smith, a sales associate at the Niketown store. "People are spending anywhere from \$6 to the thousands."

Shoppers were more interested in having their pictures taken with a life-size Shaquille O'Neal on the first floor of the Warner Brothers store than they were in picking up Bugs Bunny boxer shorts.

But upstairs gift hunters plucked everything from oversized coffee mugs to Tweety Bird sweat shirts off the shelves. One woman from the Bronx said she had no names to check off her list - she came to Manhattan to shop for herself.

**"I'm just looking around because it's fun," she said.**

\*\*\*\*CHART

## EXTRAVAGANT GIFTS BACK IN VOGUE

### Expensive presents make their first comeback since the 1980s:

Store&gt;&gt;&gt;&gt;&gt;&gt;&gt;Hot-selling&gt;gift&gt;&gt;&gt;&gt;&gt;&gt;&gt;&gt;&gt;&gt;&gt;&gt;&gt;&gt;&gt;Cost

```
Asprey>>>>>>>alligator>suitcase>>>>>>>>>>>>>$30,000
```

```
.>>>>>>>>>>sterling>silver>cufflinks>>>>>$185
```

Cartier>>>>>>Tank>Francaise>watch>>>>>>>>>>>>\$2,300-\$66,500

Coach>>>>>>>>>shearling>men's>coat>>>>>>>>>>>>>>\$1,800

>>>>>>>>>>Cabin>Bag>>>>>>>>>>>>>>>>\$618

FAO>Schwartz>>>Steiff>teddy>bear>>>>>>>>>>>>>>>\$250

**Fortunoff>>>>silver>tea>set>>>>>>>>>>>>>>\$25,000**

Neiman>Marcus>>Daniel>Hanson>cashmere>robe>>>>>\$1,088

.>>>>>>>>>>David>Yurman>Silver>Ice>ring>>>>\$750+

DX 617

Sparing no expense; N.Y. shoppers spend big at tony boutiques The Washington Times December 19, 1997, Friday,  
Final Edition

LOAD-DATE: December 19, 1997

LANGUAGE: ENGLISH

GRAPHIC: Photo, Shoppers crowd into New York's Rockefeller Plaza last weekend. City merchants say high-priced items are selling well., By AP; Chart, EXTRAVAGANT GIFTS BACK IN VOGUE, By The Washington Times

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News & Record (Greensboro, NC)

December 14, 1997, Sunday, ALL EDITIONS

## BIG HOLIDAY SPENDERS OUT IN FORCE

BYLINE: BY RACHEL BECK; Staff Writer

SECTION: BUSINESS, Pg. E4

LENGTH: 509 words

DATELINE: NEW YORK

DY 618

Thanks to the booming economy and stock market, upscale stores thrive. -----

Carol Schwartz has a holiday gift list fit for a king.

"My daughter wants a Gucci bag, my husband wants a fancy humidor for cigars," said Schwartz, while strolling along Fifth Avenue. "I'm asking Santa for a Judith Leiber bag."

And what does she plan to spend on these gifts? "Around \$ 6,000, maybe even more," she said with a smirk.

With this year's booming economy and climbing stock market, big spenders are out in force this holiday season. Not since the 1980s, when shoppers fawned over fancy cars and pricey jewelry, has high-end merchandise been in such demand.

That's pleasing upscale retailers that attract only the most affluent shoppers.

"There is a gold rush fever in this country," said Alan Millstein, editor and publisher of the Fashion Network Report. "There's a lust for luxury products that borders on the obscene."

Cartier can't stock enough of its Tank Francaise watches, which begin at \$ 2,300 and go as high as \$ 66,500. Neiman Marcus is selling lots of Daniel Hanson cashmere robes for \$ 1,088 and David Yurman Silver Ice rings beginning at \$ 750.

Anything with a Gucci, Prada or Chanel label is flying off shelves, especially handbags and other accessories.

"In the early 1990s, you hid your wealth," Millstein said. "Now, everyone wants their friends and neighbors to know that they've hit the jackpot."

Tony retailers began their comeback last year after a mostly quiet decade. The stock market collapse in 1987 and the recession that followed prompted shoppers to watch their spending.



BIG HOLIDAY SPENDERS OUT IN FORCE News & Record (Greensboro, NC) December 14, 1997, Sunday,

Retailers report many shoppers are even more extravagant this year. They've been buoyed by the surging stock market, where the Dow Jones industrial average, despite several big setbacks, has risen more than 20 percent this year.

"There's been an absolute pickup in our most premier products," said Lew Frankfort, chairman and chief executive of Coach, the leather goods manufacturer.

Among the most popular Coach gifts is its Cabin Bag for \$ 618 and the shearling men's coat for \$ 1,800, which Frankfort says they "can't keep in stock."

At the Aaron Faber Gallery on Fifth Avenue in midtown Manhattan, platinum, diamonds and fine watches are among the top sellers this Christmas. One customer paid nearly \$ 160,000 for the Petek Phillipe Reference 5004, a perpetual mechanical calendar.

Owner Edward Faber said his customers buy both gifts for others and for themselves, and most are looking for top quality, willing to spend more if they feel it will last.

"Many feel that they've made money in the market and this is their reward," he said.

During a trip to Garden State Plaza mall in Paramus, N.J., Teresa Smith spent most of her day shopping at Neiman Marcus and Nordstrom department stores.

"This year, I'm going over the top a bit," Smith said. "But it's been a very good year and that means we can afford some of the finer things in life."

**LOAD-DATE:** December 23, 1997

**LANGUAGE:** ENGLISH

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The Commercial Appeal (Memphis, TN)

December 12, 1997, FRIDAY, FINAL EDITION

## RETAIL - UPSCALE SHOPS HIT A GOLD VEIN AS ECONOMY SPURS BIG SPENDERS

**BYLINE:** Dewanna Lofton The Commercial Appeal; The Associated Press contributed to this report.

**SECTION:** BUSINESS, Pg. B5

**LENGTH:** 849 words

With this year's strong economy and climbing stock market, big spenders are out in force this holiday season.

That's pleasing upscale retailers who attract the more affluent shoppers.

"The upscale lines are really driving our business," said Bill Levy, president of Oak Hall, located in The Regalia shopping center on Poplar Avenue.

"Our sales were up 15 percent in November. And we are expecting December to be as good. People want personalized service, quality merchandise and are willing to pay a little more for merchandise that lasts longer."

DY 619

RETAIL - UPSCALE SHOPS HIT A GOLD VEIN AS ECONOMY SPURS BIG SPENDERS The Commercial Appeal (Memphis, TN) December 12, 1997, FRIDAY,

Not since the 1980s, when shoppers fawned over fancy cars and pricey jewelry, has high-end merchandise been in such demand.

"The economy is good and people are in the holiday spirit," said Elizabeth Galfsky, owner of Elizabeth Edwards, a women's boutique that specializes in St. John knits. A short skirt alone goes for about \$ 230. Add a matching top for \$ 360.

"We're selling a lot of these to husbands to give to their wives for Christmas," Galfsky said. "We're having a fabulous Christmas."

Some of the most popular and pricey Christmas gifts at Oak Hall this year are the Hermes of Paris ties and scarves that range from \$ 120 to \$ 185, cashmere coats that go for between \$ 1,000 and \$ 1,700, and \$ 125 alligator skin belts.

"We've also been selling 150 to 200 pair of Ballin microfiber (\$ 125) slacks a month and we'll probably sell more than that during Christmas," Levy said.

Around the country, retailers such as Cartier in New York can't stock enough Tank Francaise watches, which begin at \$ 2,300 and go as high as \$ 66,500. Neiman Marcus is selling lots of Daniel Hanson cashmere robes for \$ 1,088 and David Yurman Silver Ice rings beginning at \$ 750.

"There is a gold rush fever in this country," said Alan Millstein, editor and publisher of the Fashion Network Report. "There's a lust for luxury products that borders on the obscene."

Carol Schwartz of New York has a holiday gift list fit for a king. "My daughter wants a Gucci bag, my husband wants a fancy humidor for cigars," said Schwartz, while strolling along Fifth Avenue. "I'm asking Santa for a Judith Leiber bag."

And what does she plan to spend on these gifts? "Around \$ 6,000, maybe even more," she said with a smirk.

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At the Aaron Faber Gallery on Fifth Avenue in midtown Manhattan, platinum, diamonds and fine watches are among the top sellers this Christmas. One customer paid nearly \$ 160,000 for the Petek Phillipe Reference 5004, a perpetual mechanical calendar.

Owner Edward Faber said his customers buy gifts for others and for themselves; and most are looking for top quality, that is, they are willing to spend more if they feel it will last.

"Many feel that they've made money in the market and this is their reward," he said.

However, there are still those who can afford to be extravagant, but choose not to.

"I will probably buy less this year because we don't need anything," said Bonnie Given, a regular customer at Oak Hall. "The things we buy will probably be frivolous services, such as a massage, manicure, facial. The needs just aren't there and you run out of ideas."

Her son, a student at the University of Memphis, has only one thing on his Christmas list - a new Toyota 4Runner (\$ 25,000 to \$ 35,000). Whether Santa is feeling that generous has yet to be determined, Given said.

Besides the quality of merchandise, shopping environment and a knowledgeable sales staff draw affluent customers to upscale shops such as Only Kids, also located inside The Regalia. The store carries toys, books, clothing and other upper-end gifts and accessories for infants and children.

RETAIL - UPSCALE SHOPS HIT A GOLD VEIN AS ECONOMY SPURS BIG SPENDERS The Commercial Appeal (Memphis, TN) December 12, 1997, FRIDAY,

"I come here because I'm more concerned about getting the most quality and most creative," said Ruth Francis of Memphis, while shopping for presents for her grandchildren. "To spend less, I guess I could go to a barn (Toys R Us or Target), and walk up and down 17 rows and never be able to find a salesperson to help you find the perfect gift for an 8-year-old girl.

"But at places like this you have knowledgeable sales people who can make intelligent suggestions."

Call Dewanna Lofton at 529-2702 or send E-mail to lofton@gomemphis.com

LOAD-DATE: December 13, 1997

LANGUAGE: ENGLISH

GRAPHIC: photo ;

By Mike Maple;

Catherine Talbot helps Marvin Thomason, 76, select a scarf Thursday at Oak Hall in The Regalia on Poplar Avenue. Thomason, who has patronized Oak Hall since 1949, was shopping at the Hermes of Paris boutique.

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The Ottawa Citizen

December 11, 1997, Thursday, FINAL EDITION

## Festive U.S. shoppers sparing no expense: Big spenders haven't been out in such force since '80s

BYLINE: RACHEL BECK; THE ASSOCIATED PRESS

SECTION: BUSINESS; Pg. D7

DATELINE: NEW YORK

DY 621

Carol Schwartz has a holiday gift list fit for a king.

"My daughter wants a Gucci bag, my husband wants a fancy humidor for cigars," said Mrs. Schwartz, while strolling along Fifth Avenue, New York's ritzy shopping thoroughfare.

"I'm asking Santa for a Judith Leiber bag."

And what does she plan to spend on these gifts? "Around \$ 6,000, maybe even more," she said with a smirk.

With this year's booming U.S. economy and climbing stock market, big spenders are out in force this holiday season. Not since the 1980s, when shoppers fawned over fancy cars and pricey jewelry, has high-end merchandise been in such demand.

That's pleasing upscale U.S. retailers that attract only the most affluent shoppers.

"There is a gold-rush fever in this country," said Alan Millstein, editor and publisher of the Fashion Network Report. "There's a lust for luxury products that borders on the obscene."



Festive U.S. shoppers sparing no expense: Big spenders haven't been out in such force since '80s The Ottawa Citizen  
December 11, 1997, Thursday, FINAL EDITION

Cartier can't stock enough of its Tank Francaise watches, which begin at \$ 2,300 and go as high as \$ 66,500. Neiman Marcus is selling lots of Daniel Hanson cashmere robes for \$ 1,088 and David Yurman Silver Ice rings beginning at \$ 750.

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"In the early 1990s, you hid your wealth," Mr. Millstein said. "Now, everyone wants their friends and neighbours to know that they've hit the jackpot."

Upscale retailers began their comeback last year after a mostly quiet decade. The stock market collapse in 1987 and the recession that followed prompted shoppers to watch their spending.

U.S. retailers report many shoppers are even more extravagant this year. They've been buoyed by the surging stock market, where the Dow Jones industrial average, despite several big setbacks, has gained more than 20 per cent in value this year.

"There's been an absolute pickup in our most premier products," said Lew Frankfort, chairman and chief executive of Coach, the leather goods manufacturer.

Among the most popular Coach gifts is its Cabin Bag for \$ 618 and the shearling men's coat for \$ 1,800, which Mr. Frankfort says they "can't keep in stock."

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"Many feel that they've made money in the market and this is their reward," he said.

During a trip to Garden State Plaza mall in Paramus, New Jersey, Teresa Smith spent most of her day shopping at Neiman Marcus and Nordstrom department stores.

"This year, I'm going over the top a bit," Ms. Smith said. "But it has been a very good year and that means we can afford some of the finer things in life."

**LOAD-DATE:** December 12, 1997

**LENGTH:** 501 words

DY 622

**LANGUAGE:** ENGLISH

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December 11, 1997, Thursday, PM cycle

**Thanks to the booming economy and stock market, upscale stores thrive**

**BYLINE:** By RACHEL BECK, AP Business Writer

**SECTION:** Business News

**LENGTH:** 481 words

Thanks to the booming economy and stock market, upscale stores thrive December 11, 1997, Thursday, PM cycle

DATELINE: NEW YORK

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LOAD-DATE: December 11, 1997

LANGUAGE: ENGLISH

DY 623

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Associated Press Online

December 10, 1997; Wednesday 18:45 Eastern Time

## Upscale Stores Do Well This Season

**BYLINE:** RACHEL BECK**SECTION:** Financial pages**LENGTH:** 524 words**DATELINE:** NEW YORK

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"In the early 1990s, you hid your wealth," Millstein said. "Now, everyone wants their friends and neighbors to know that they've hit the jackpot."

Tiny retailers began their comeback last year after a mostly quiet decade. The stock market collapse in 1987 and the recession that followed prompted shoppers to watch their spending.

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DY 624



Upscale Stores Do Well This Season Associated Press Online December 10, 1997; Wednesday

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(PROFILE

(CO:Gucci Group NV; TS:GUC;)

(CO:Neiman Marcus Group; TS:NMG; IG:RTS;)

(CO:Nordstrom Inc; TS:NOBE; IG:RTS;)

(CAT:Business;)

(CAT:Consumer;)

)

DY 625

LOAD-DATE: December 10, 1997

LANGUAGE: ENGLISH

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December 10, 1997, Wednesday, AM cycle

## Thanks to the booming economy and stock market, upscale stores thrive

BYLINE: By RACHEL BECK, AP Business Writer

SECTION: Business News

LENGTH: 481 words

DATELINE: NEW YORK

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Thanks to the booming economy and stock market, upscale stores thrive December 10, 1997, Wednesday, AM cycle

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Copley News Service

December 08, 1997, Monday 10:10 Eastern Time

## IN FASHION

### Jewels of the season

**BYLINE:** Sharon Mosley

**SECTION:** Standing, general features

DY 626

IN FASHION Jewels of the season Copley News Service December 08, 1997, Monday

LENGTH: 1072 words

There's a cold front headed our way, and it's glistening with diamonds, pearls, silvery-white metals and anything else that drips with the cool intensity of a luminous glow. The ice age has come to the world of fine jewelry.

"There's just something in the air," says California jewelry designer Wendy Brigode, whose pearl necklace worn by Rene Russo in the movie "Tin Cup" continues to blow out of stores like a blizzard.

"That is the Hula Hoop of necklaces," admits Brigode, who often works with movie stars, and is constantly coming up with modern designs that make a statement. "It was like winning the lottery." Brigode's winning ticket featured cultured baroque pearls spaced between twisted silk cord. The silver clasp version retails for \$495; the 14-karat gold for \$520.

Even though "everybody has knocked it off," according to Brigode, it's still a best seller at Bergdorf Goodman, Saks Fifth Avenue and Barneys, just to name a few of the retailers who carry Brigode's collection. Brigode, who was the largest buyer of pearls in the United States last year, is fascinated with "all kinds of pearls." She loves to mix diamonds with "everything," but the jewelry designer, who has a "bridge" collection and a fine jewelry line, also predicts another ice storm headed this way.

"I'm feeling crystal these days in every formation," she says, "and I think that will translate into fine jewelry, too."

Indeed, jewelry designer David Yurman also has an icy feeling these days. His new "Silver Ice" collection at Neiman Marcus features 25 pieces of sterling and diamonds in his signature cable styles.

"It's white on white," says Yurman, who feels combining sterling, rather than white gold with diamonds is "revolutionary for the jewelry world." Yurman is inspired by fashion trends every day, he says. "I think we were the first company 12 to 15 years ago to bridge the gap between fashion and fine jewelry."

Brigode agrees that fine jewelry can fit into a more casual lifestyle and still complement fashion trends at all levels.

"I think you can take inspiration from the lower end and raise it to a higher level and still make it exclusive," she says. "Fashion designers have been doing that for years."

This year, to go along with the trend in sheer, feminine fabrics, are romantic jewelry designs such as lariats, bib necklaces and multistrand necklaces in chain, mesh or beads. Pendant necklaces are also popular.

"The neck is where it's at," says Brigode. "You only need to wear simple earrings such as hoops to go with it. The necklace stands alone."

The overall trend in jewelry is feminine, according to Lynn Ramsey, president of the Jewelry Information Center, the New York-based trade association representing the fine jewelry industry.

"This is not a return to the 1980s," she says. "It's more a mood of quiet luxury."

As women shop for jewelry, they are choosing pieces that reflect their own personality, says Ramsey. "They want good pieces that are striking, but not flashy, and they want refinement even when pieces become larger. Like fashion, fine jewelry is embracing this new femininity that can be exotic or refined, modern or classic."

Here are some of Ramsey's fine jewelry picks for the season:

A diamond solitaire pendant, especially Erica Courtney's platinum "Hubcap" diamond solitaire pendant. The bezel around the diamond looks like a hubcap, according to Ramsey, who says that's no surprise for this Los Angeles designer whose client list includes Geena Davis, Tori Spelling, Demi Moore, Michelle Pfeiffer and even Elizabeth Taylor.

A "Tin Cup" necklace of spaced cultured pearls on a silk cord, or the "Sister Tin Cup" with colored gems like amethyst and citrine added to the pearls by Wendy Brigode.

Anything in white metals, especially with diamond pave: Chris Correia's platinum and diamond stackable rings are classic pieces to collect and wear individually or together; David Yurman's new silver and diamond collection; M&J Savitt's tiny diamond and 18-karat white gold cross or Star of David pendant, seen on all the top models.

DY 627



IN FASHION Jewels of the season Copley News Service December 08, 1997, Monday

Classic brooches (and calling them brooches rather than pins is so much more elegant, says Ramsey), especially estate-looking classics like platinum and diamond bow brooches. Check out your local estate sales. Tiffany has also introduced some beautiful new brooches.

Colorful charms or pendants to dangle singly or in multiples from chains or wires. The most fun are Storywheels from Color Craft; each gem-set "wheel" marks a milestone in your life.

Katie Couric has several, according to Ramsey.

Pearl jewelry, especially South Sea pearls: Whether you're into white pearls from Australia or the black ones from Tahiti, South Sea pearls are hot. These large, highly iridescent and rare pearls come at a price, but worth every penny, adds Ramsey. Both Tiffany and Mikimoto have a large selection.

"If you can't afford a choker, South Sea pearl-drop earrings are to die (or dive) for," says Ramsey.

Hoops, in white gold, yellow gold or diamond pave. Hinged, reversible earrings, often called Huggies, add flexibility to your wardrobe. Almost every designer offers hoops. Drop or dangling earrings are hot and festive for the holidays.

A flexible bracelet, especially from Stefan Hafner. His "diamonds in motion" set on a flexible wire are favorites of stars like Courtney Love, Sandra Bullock and Marlo Thomas. Wear it alone or stack with your other favorite bracelets.

Large colored stone rings, such as Lagos' sterling-silver and 18-Karat gold "Caviar" collection, with popular gems such as green quartz, smoky quartz, white topaz, amethyst, blue topaz or citrine.

A watch with a colored dial. There's lots to choose from: the new Yves St. Laurent bangle watch is available in mother of pearl, midnight blue, black and green; Audemars Piguet "Royal Oaks" collection offers bright red, violet, yellow, apple green and turquoise; Rolex has gemstone dials made of lapis lazuli, blue jadeite and rose jasper on its Oyster Ladies models. Other brands offering bright colors this season are Omega, Raymond Weil, TAG Heuer and Hermes. And the iciest timepiece around a diamond white gold watch from Cartier or Harry Winston.

Sharon Mosley is a former fashion editor of the Arkansas

Gazette in Little Rock and executive director of the Fashion

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The Patriot Ledger (Quincy, MA)

September 15, 1997 Monday ROP Edition

Separates ;  
Hose hazards ;  
Tips for keeping pantyhose out of your wastebasket

**BYLINE:** Vevlyn L. Wright, The Patriot Ledger

**SOURCE:** The Patriot Ledger

**SECTION:** FEATURES; Pg. 17

DY 628

Separates ; Hose hazards ; Tips for keeping pantyhose out of your wastebasket The Patriot Ledger (Quincy, MA)  
September 15, 1997 Monday

LENGTH: 1046 words

The fact that we can send a woman to the moon but can't make a pair of run-free pantyhose for her is but one of life's many sad realities.

Alas, hose don't last forever (not even run-resistant ones), but with proper care they will last longer, according to Mila Radulovic, a spokeswoman for the New York-based National Association of Hosiery Manufacturers.

Durability, Radulovic said, is the watchword in the hosiery industry. "Read the package," she said. "Pantyhose with a percentage of spandex in the weave are a lot stronger than 100 percent nylon. And spandex blended with microfiber adds to the softness factor while maintaining durability."

Buying the right size also extends the life of hosiery. Spandex and other technological advancements that help hose retain their shape have made it possible for women to buy hose in their proper size, negating the need to buy a pair that are too small.

"Once upon a time they didn't keep their shape," said Radulovic, who also operates a hosiery website on the Internet. "Women were buying them too small because they (the proper size) would bend (and bag) at the knee. Now you should buy the size that fits; go larger if you're unsure."

If you've been throwing your hose in the sock drawer without any protection, you've also hastened their demise. "Don't throw them in the drawer, and don't wash them in the machine," Radulovic said. Instead hand wash hose with mild soap, hang them to dry, and store them in their package or a lingerie bag.

Be careful when putting them on, too. Don't wear jewelry, and cut rough fingernails or toenails that will cause snags in the hose. Don't stretch them when you take them out of the package. Gather one leg of hose at a time; slip them over your foot; pull them slowly up each leg and then to your waist. If they sag, start at the ankle and carefully ease them up to make up the difference.

Women who adhere to this system can expect a pair of sheer hose to last up to eight wearings. More durable styles can last much longer, Radulovic said.

"I personally have had them last one whole season (from June to September)," she said. "It also depends on your lifestyle. I have some that have lasted much longer than I anticipated" like the glittering sheers she bought six years ago.

Not surprisingly, cost does affect quality. Generally, Radulovic claims, a \$ 15 pair of hose will last longer and feel better than a \$ 3 or \$ 8 pair.

"Just like buying a car or fine china, you will get better quality if you pay more for it," Radulovic said. "There are brands that are more expensive. Marketing aside, you're paying for more technology and a better blend of fibers. Price has an impact on that."

Still, "you can get good play" out of a pair of inexpensive hosiery if you care for them properly," she said.

From sheer to opaque, hosiery have been catapulted from mere accessory to wardrobe essential for fall thanks to those micro-mini and mini skirts that are as hot as they are short.

"With all the new looks for fall, someone who doesn't want to go overboard with a fashion outfit can experiment with patterned or textured hose," Radulovic said. "They can represent the wild fall style without going the whole way."

Here's a sample of what's in stores. For texture, Oroblu's has fishnet hose (\$ 15) that can be worn over opaque tights. Ralph Lauren has a houndstooth check tight (\$ 20). Hue has sheer ribbed tights (\$ 17). DKNY has a checkered pattern tight (\$ 12) it calls optic rib. Spaced-dyed (very similar to a tie-dyed look) tights (\$ 17) from Hot Sox come in a range of hues, as do Hanes' opaque stripe (\$ 6.95 and up) and Chevron openwork (\$ 6.95 and up) styles.

Hanes Silk Reflections tights (\$ 6.96 and up) and other opaque brands come in traditional fall colors. At Hanes, they have enticing names like coffee bean, raisin and bordeaux. Some sheers -- Hanes (\$ 7.95), Calvin Klein (\$ 20-\$ 35) and other pantyhose -- are reinforced with extra Lycra for added comfort, fit and durability.

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The textured look extends to socks, too. Hanes has herringbone trouser socks (\$ 4.40). From Anne Klein are men-swear-inspired black and white windowpane trouser socks (\$ 7.50). L'eggswear offers sheer ribbed trouser socks (\$ 2.79). DKNY is off to the races with the Saratoga collection, a series of socks (\$ 8.50) with argyle and racing themes in black and white combos. They would go well with jeans and chinos, as would DKNY's striped collection (\$ 8) in ivory and black combos.

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**SAKS CALENDAR** -- Informal modeling of Searle coat collection, from 1 to 4 p.m. Wednesday; personal appearance by Diane Von Furstenberg and her daughter, Alexander, and informal modeling of Furstenberg wrap dresses, from 1 to 3 p.m. Thursday; informal modeling of Cinzia Rocca coats, from 1 to 4 p.m. Saturday; men's designer Alan Flusser for made-to-measure day, all day Saturday; makeup artist Trish McEvoy, Sept. 23 (call 262-8500, ext. 366 for an appointment); Emmanuel Spa Day from 1 to 7 p.m. Sept. 26 (call 262-8500, ext. 336 for appointment); informal modeling, from 1 to 4 p.m. Sept. 27, of several collections, including Moschino Jeans, DKNY, Versace jeans, D&G and Vivienne Tam.

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**AT NEIMAN MARCUS** -- St. John fall trunk show, today and tomorrow; DKNY trunk show, Wednesday; David Yurman Silver Ice collection (jewelry) trunk show, Sept. 24; informal modeling of Calvin Klein collection, Sept. 25 and 26. All events are 10 to 6 p.m. For more information, call 536-3660, ext. 2507.

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**ODDS 'N INS** -- Boston Designer Denise Hajjar will show her fall collection at a benefit fashion show at 7:30 p.m. tomorrow at the Park Plaza Hotel in Boston. For tickets, at \$ 50, call Maureen Peterson at (617) 361-8603. Proceeds will benefit The Paul R. McLaughlin Youth Center . . . The bridal registry at Shreve, Crump & Low of Chestnut Hill will host a bridal fair from 6 to 8:30 p.m. Sept. 25 at the Chestnut Hill Store. Brides-to-be will be introduced to Shreve's services and view the Vera Wang Bridal Collection from Yolando. For reservations, call (617) 965-2700 . . . Akris fall-holiday collection will be shown from noon to 1:30 p.m. Sept. 30 at Aujourd'hui Restaurant in Boston's Four Seasons Hotel. For reservations, call (617) 351-2071. Free valet parking.

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**GRAPHIC:** Photo, This pinstripe suit, above, in charcoal is paired with opaque suiting stripe hose from Hanes (\$ 7.95) in Banker's Grey. Below, DKNY offers optic rib tights in risotto beige (\$ 12).

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